A U.S. DEPARTMENT OF COMMERCE PUBLICATION

THE UNIVERSITY OF MICHIGAN
DEC
PERIODICAL READING ROOM

International Commerce

International Patent Laws Summarized

November 26, 1962

Special section on trade with Federal Republic of Germany

pages 6-20

Business Bulletins *from around the world*

AUSTRALIA—Perini Corporation, subsidiary of U.S. construction firm, wins $13 million contract to build Australia's tallest building for State Government of New South Wales. Office block to consist of 35-story tower block and 2 wings—one 9-story and one 10-story. Perini has been associated with some of Australia's major construction works in last 10 years.

DENMARK—International Industrial Fair (Industrimessen 1963) to be held in Fredericia, Jutland, Apr. 18-28, 1963, in exhibition halls owned by Dansk Købestaevne (Danish Buying Fair). Only foreign goods to be exhibited, with foreign companies participating directly or through Danish representatives.

GHANA—Ministry of Agriculture announces plan to increase domestic tobacco production. Production targets are 4,000 tons in 1963, 22,500 tons in 1968. 1961 production was 1,250 tons.

Economic and technical agreement with Japan reportedly calls for Japanese technical training centers in Ghana and grants enabling Ghanaians to study in Japan. Japan to furnish experts to advise on Ghana's economic and technical development.

Nippon Suisan Kaisha Ltd. of Tokyo to furnish 6 fishing trawlers to Ghana Fishing Corporation. Ships will be chartered initially but may be purchased if operation proves profitable.

HONG KONG—Government plans greatest possible participation in overseas trade fairs, with financial backing from new foreign trade promotion fund. Sponsors should seriously consider advance invitations to Colony to participate in U.S. trade fair events. Invitations should be addressed to Department of Commerce & Industry, Hong Kong, and include precise data on participation costs and market served.

ITALY—Pirelli, leading rubber producer, and Carrier Corporation of Syracuse, N.Y., U.S. manufacturer of air conditioning, refrigeration and industrial heating equipment, establishing new Italian company, ELETTRONICA S.p.A. to make precision variable wire-wound potentiometers and trimming potentiometers for European market under trade name "Spectrol" (held by Spectrol Electronics Corporation of San Gabriel, Calif.)

Alfa Romeo (subsidiary of Finmeccanica, Government holding company of IRI group) takes over agency for J85 and CJ610 turbo-jet motors manufactured by General Electric Co. Alfa Romeo probably will assemble and/or build these motors as soon as sufficient orders obtained.

In first 8 months this year, industrial production index reached 213.0 (1953 index was 100), 10.6% increase over similar 1961 period.

Government further eases restrictions on Japanese imports, adding to list of goods importable under automatic licensing procedure: hyperpure silicon; newsprint; yarn spun from noil silk; clasps, buckles, hooks and eyes for clothing, handbags, etc.; certain kinds of machinery for extruding or processing man-made textiles; electric lighting and signaling equipment, electrical wind-shield wipers and defrosters for motorcycles and automotive vehicles; gas, liquid and electricity supply, production and calibrating meters.

LIBERIA—Chamber of Commerce recently sponsored successful radio and TV show in Monrovia to arouse interest in television network. U.S. suppliers under-represented, while Dutch, British, and Japanese firms had comparatively extensive displays. Liberia seeks television network by January, 1964.

MOROCCO—Wine exports beat all previous records for first 9 months 1962, when 130,381 tons of wine were exported at value equivalent to about $10.9 million as compared to last year's total of 95,985 tons or about $8.3 million in corresponding period.

NETHERLANDS—Coal production dropped 11% to 5.9 million metric tons in first half 1962; crude oil production rose to 1.1 million tons and salt to .6 million metric tons.

July imports of U.S. goods at 211 million guilders ($58 million), nearly 13% of total imports. January-July imports of U.S. goods reached 1,391 million guilders ($384 million), 12% of 11,425 million guilders ($3,153 million) total imports.

NIGERIA—Trade agreement calls for importation by Bulgaria of Nigerian cotton, coffee and coca, and Nigerian importation of Bulgarian machinery, railway wagons, and textile goods. Agreement signed during visit of Nigerian economic mission.

First oil refinery in West Africa under construction in Port Harcourt, to be completed in 1964 at expected cost of about $22 million. About 300 to be employed at new facility, expected to supply large portion of Nigerian gasoline and kerosene requirements.

SWEDEN—American capital and technical "know-how" stand behind newly established Skandinaviska Aluminum Profiler AB, building plant at Vetlanda to be finished in March or April 1963. Company to specialize in making extruded aluminum profiles and use 1,000-ton press being shipped from U.S.

THAILAND—Association of Southeast Asia (ASA)—Thailand, Malaya and Philippines—to establish ASA airline on either regional or international routes. Participating 3 countries would finance company along same lines as Scandinavian Airlines System.

Bangkok Stock Exchange, founded June 1962, reports sales of 16,000 shares in September. Exchange now lists shares of 14 firms.

U.S. and Thai representatives in contract with Collins Radio Co. of Texas for installation of first 3 zones of proposed 5-zone telecommunication system, to be financed in part by U.S. grants of $13 million and Eximbank loan of $7 million.

Wattana Printing Ink Industry Co. has begun operations as Thailand's first printing-ink manufacturer.

TURKEY—Belgian Government reportedly to invest in motel building $12 million of funds blocked in Turkey, according to President of Belgian Union of Travel Agents visiting Turkey.

DEPOSITED BY THE
UNITED STATES OF AMERICA

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Annual subscription $16.00 ($5.00 additional for foreign mailing). Single copy 35 cents. Domestic subscribers desiring airmail service must remit $21.85 additional for postage. Make remittance payable to the Superintendent of Documents and mail either to the nearest Department Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C. Address changes should be sent to the Superintendent of Documents.

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About the Cover

The map of West Germany showing industrial concentrations is published through the courtesy of the Bremen Institute of Economic Research.

International Commerce

formerly FOREIGN COMMERCE WEEKLY

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NEW CONCEPT NEEDED

Europe — a mass market

Change

A whole new way of life has been and is developing, based on higher income levels

Emphasis

Six Common Market countries and U.K. account for 27% of total U.S. exports

Hard look

Reorganization, relocation, readjustments may be needed

By THOMAS E. DRUMM, Jr.

Counselor of Embassy for Commercial Affairs, Paris

Many U.S. companies have been highly successful in penetrating the markets of the Western European countries via the export and investment routes. A number have successfully undertaken or realigned their trading activities here on a mass market basis. However, too many of those who consult us, it seems to me, have taken too parochial and restricted a view in following a country-by-country concept in the face of the developing Western European mass market. A multiplier effect might well be obtained from their efforts if they viewed Western Europe as a mass market and tailored their promotional activities accordingly.

Thomas E. Drumm, Jr.

France, in the fourth year of unbroken economic upsurge, and with comfortable foreign exchange reserves, continues to offer excellent possibilities as a customer for American goods. The French rate of economic growth in 1961 was 4.4% in real terms and more than 8% in monetary terms. Moreover, the national accounts experts of the French Government estimate a further growth of the GNP in 1962 of 5% in real terms and 10% in monetary terms.

Total French trade with foreign countries leaped from 7.7 billion dollars in 1959 to 9.6 billion dollars in 1960 and 10.5 billion dollars in 1961. Private consumption increased by 5.5% in real terms —expenditures for rent, food, clothing, durables and other items amounted in 1961 to 41 billion dollars. The bounce continued in the first half of 1962. The new French Four-Year Economic Plan aims at even greater and more ambitious targets.

In the last three years, trade liberalization measures in France have been extended to virtually all manufactured goods originating in and coming from the United States, Canada, and the industrialized countries of Western Europe. (Exceptions are clocks and watches, and crystal radios including transistors and certain industrial State-traded items. Quantitative import restrictions still remain on imports of many agricultural products.)

Conditions in Western Europe

In the post World War II period, the countries of Western Europe have experienced dramatic and rapid change. A whole new way of life has been and is still developing, based on higher income levels, higher living standards, and substantially increased demands for goods and services.

Industrial growth has continued at a very fast pace throughout this period in the Western European countries. Modern and efficient new production facilities have placed the Western European nations in a very strong position among the world's industrial leaders.

The countries of the European Economic Community are removing the trade barriers that have existed between them historically and are taking steps to integrate their economies. The seven countries of the European Free Trade Association have been moving toward free trade among themselves in industrial goods.

With the lowering of tariffs, with the reduction of quantitative import restrictions and other trade barriers, with the developments in the Common Market and the European Free Trade Association, France and the other countries of Western Europe represent, at one and the same time, a commercial challenge and a commercial opportunity.

The affluent society in the Western European countries represents a very important part of present U.S. overseas trade; for example, the six Common Market countries and the U.K. accounted for 27% of the total U.S. exports in 1961.

In the eighteen Western European countries on the sunny side of the Iron Curtain, the Gross National Product had risen in 1960 by 70% over 1938. The production of industrial goods in 1960 was over twice as large, and agricultural production was up more than a third. Employment trends for Europe as a whole are away from agriculture to manufacturing, service and related activities. As

evidence of the improved standard of living, the peoples of Europe in 1960 consumed 60% more goods and services than in 1938.

Some measure of the present affluence of Western European countries is provided by the data re 1961 expenditures for rent, food, clothing, durables, and other items—which in the United Kingdom totaled 48 billion dollars, in Germany 44 billion dollars, and in Italy 21 billion dollars.

3000 supermarkets

There are now about 1,000 supermarkets in France. It is expected that approximately 3,000 more will be built in the next four years. Over the last decade, European expenditures for household appliances have doubled, while American expenditures for these products have risen by only 20%. The French market for washing machines and dryers rose from 85 million dollars in 1959 to 96 million dollars in 1961, and is expected, according to the French Fourth Plan for Economic Development, to reach 156 million dollars annually by 1965. Automobiles in use in France have tripled in the last decade. At present, there is one automobile operated for each seven Frenchmen (as compared to one for each three Americans), and by 1965, the ratio in France will likely be one automobile for each five Frenchmen. Over 20% of French households are now equipped with television sets. The number of sets in use in 1962 rose by 1/3 over the number in use in 1961.

The significance of these figures to buying and to living habits, social changes, and demands for food, packaging, and marketing, with the added booster of Europe's large population increase, is dramatic.

about the author

Formerly administrator of the Business and Defense Service Administration in the Department of Commerce, Mr. Drumm had more than 20 years administrative and management experience in the government prior to his Paris assignment. He is an attorney, with a Master of Laws degree from New York University Graduate School of Laws, admitted to practice before the Supreme Court and in many other courts. He served in Paris prior to this assignment as an official with the Joint Coordinating Board for Offshore Procurement and NATO Production Planning. He has also served in the Bureau of the Budget.

SUPER-SELF-SERVICE STORE: The lingerie and shirt department at Prisunic's super-self-service store in Bordeaux are typical of the modern stores to be found in Western Europe. Courtesy France Actuelle.

The magnitude and attractiveness of the European market is borne out by statistics, which in part show that total imports of the EEC and EFTA countries reached 55.3 billion dollars in 1961—an increase of almost 14 billion dollars in imports over a three-year period. The U.S. share—or the total U.S. exports to these countries—totaled 5.7 billion dollars in 1960 and 5.5 billion dollars in 1961. While the net increase of U.S. exports to this market was 1.6 billion dollars in the period 1959-1961, its participation in the total increase was but 8%.

Relative gains in productivity for Western European countries have increased their capacity to maintain their internal and other markets against the competition of our products. On the other hand, about 25% of the U.S. exports to Western Europe have comprised raw materials, ores, textile fibres, nonmineral oils, and raw chemicals. Tariff changes in EEC and EFTA will not affect many products in this category since duties on most of them will remain low. Industrial growth in Europe is likely to mean increases in shipments of such items from the U.S.

The following are some observations which have been made as a result of experiences in dealing with commercial problems and recent developments in the market.

The concept of the national market on a country-by-country basis is giving way in some respects to the concept of a mass European market, which means re-orienting distribution and marketing networks.

The development of the Common Market is bringing about significant changes in the market arrangements in Europe. A number of companies, including American firms operating in Western Europe, which formerly thought and planned in terms of separate national markets and frequently concentrated on national markets, are now taking a hard look at their marketing operations. This is leading in some instances to reorganization, relocation, and readjustments designed to enable these companies to market and distribute their products more efficiently and competitively throughout the larger new market.

One large, well-established American firm, which has been operating in Western Europe for more than 60 years, followed a pattern of locating production facilities and its distribution network in a number of the Western European countries, in order to meet the demand for their products in each of the respective countries. At the present time, this company is in the process of re-evaluating its entire production and distribution system, and is in the course of realigning its production and distribution network. Developments in the Common Market and the increasing sharpness of competition have brought about this "Common Market Adjustment" in company policy.

American firms entering this market will be well advised to look upon the European Economic Community as an entity and to tailor their marketing, dis-

BAMBERGER'S SUPERMARKET: This self-service food market located in Versailles, is among the first of some 3000 it is predicted will soon be operating in Western Europe. Photo courtesy France Actuelle.

tribution and promotional efforts accordingly.

Importance of market surveys

While the Embassy Commercial Office can be very helpful in furnishing leads, reports, and contacts in regard to export and trade opportunities, the final judgments and actions necessary to the actual transactions must be made by industry.

A company new to this area will be well advised to undertake an examination of the market and its potential in the commodity in which it is interested.

In France, as in other European countries, there are a number of commodity areas in which proven markets for U.S. products exist. Sales levels and trends, even under highly competitive conditions in France, indicate that further potential penetration of the market is possible in, for example, industrial machinery and equipment, electrical machinery and equipment, electronic equipment, and other commodities. Surveys in respect to market potential for particular items, even within such established fields, are advisable. Recent surveys for two small U.S. firms indicated that market potential exists in France for their specialized chemical products. It should be noted that this is in a field where U.S. industry has enjoyed a high level of successful penetration of the French market.

An American manufacturer of storage-type water heaters is now doing business in France, based on its market evaluation and despite prevailing opinion which seemed to indicate that French preference was overwhelmingly in favor of instantaneous-type equipment.

Following a survey of the market, an American company which manufactures heavy equipment has succeeded, through mass marketing techniques and adaptations, in beating its European competitors to the customer's door, despite a serious price disadvantage. The American company is aggressive, offers better service and better credit terms. It recently had to renege on arrangements to show one of its large machines at an exhibit because a zealous company salesman had sold the item while it was being unloaded from the ship.

Need market facts

Cliches and generalizations that U.S. products are non-competitive as to price, suitability, design, and specifications have all too often discouraged U.S. producers from entering the market. On the other hand, plunging in, without being armed with all the facts is hazardous. For example, the expectancy that the use of electrical refrigerators will increase by 53% in 1970 is valuable knowledge. A study of conditions on the French market would show that differences in size, preferences, and electrical current requirements exist. It would also show that intense competition already exists here between established firms in France, Italy, and Germany. Additionally, it would show that French capacity, plus imports, exceeds present and immediately foreseeable demands.

Recent Embassy experience with the successful penetration of this market by American producers of nails underlines the importance of a careful survey and examination of market potential. A first impression in regard to the potential for nails generally might well have been justified as negative, particularly since the U.S. is a significant importer of nails. The examination, however, disclosed a potential market and demand for specialized nails (made of high-grade steel alloys and non-ferrous metals, with shapes designed for particular uses, which had been developed by American producers). The prospects for successful marketing of this product here are bright.

Another example concerns cowboy boots and jeans. While a casual review might lead to a conclusion that American produced shoes or trousers would not have much appeal in the French market, a narrow segment of the market was available for exploitation for these particular items—both cowboy boots and jeans are enjoying a healthy sales volume here. Contacts recently arranged by this office for an American manufacturer of children's leisure wear are expected to provide the basis of a profitable and continuing business.

Prestige goods

Western Europe's potential as a market for quality and prestige goods should not be overlooked. A U.S. hand tool manufacturer is currently demonstrating how a supposedly difficult market can be successfully invaded. While the availability of cheaper foreign-made tools limits the possibilities in the medium and low-price ranges, this U.S. company finds it can very successfully sell to craftsmen who want the best quality regardless of price.

The Embassy recently had occasion to assist the foreign distributor of a U.S. manufacturer of toy electric trains. The initial reaction of some manufacturers might have been to consider the European market as not worth the effort because of likely stiff competition from Italian and German products. However, after surveying the market, the American entrepreneur has decided that his product can compete, particularly because of quality considerations. On the basis of "hard" leads—the names of French firms who had indicated an interest in representing a U.S. toy manufacturing firm—the American representative has located a knowledgeable agent who, it is believed, can help significantly in marketing the U.S. product in Europe.

On items which are State-traded in France, opportunities exist for the sale of U.S. products. For example, as a result of U.S. Government and industry coop-

eration, measures recently taken in France have resulted in a) successful trials of American lump anthracite, b) sale of a relatively large order for near-term delivery, and c) prospects for substantial long-term contracts. State-traded items, in France, include fuels, grains and vegetable oils, military equipment, tobacco, aircraft, and other items. Despite many "old truths" to the contrary, the French consumers are welcoming household gadgets and labor-saving devices. In a labor shortage condition, many housewives are becoming "working wives." Supermarket and other sales techniques, frozen foods, preserved and packaged food items, and vending machines are making substantial inroads into the traditional marketing habits of French nationals.

Importance of promotion

It is worth emphasizing that sustained, vigorous promotion efforts are as essential to the sale of American products in this market as they are in the United States. Even where there exist demonstrated market and demand for a given product, sales promotion is essential. Moreover, sales arguments require modification and adaptation from nation to nation and even from class to class, and also even from rural to urban areas, if the product is to attain optimum sales.

A standardized promotional approach will not suffice in this mass market because of the necessity for overcoming national and traditional buying habits, because of ethnic differences, diversity in tastes, habits, geographical and national preferences, and often a combination of several of these factors. Variations in national tastes and standards of living must be taken into consideration by foresighted American merchants in mapping their sales campaigns in the European countries.

International Fairs, specialized salons, and exhibits are a "way-of-business-life" in the European business community. These well-established institutions create a pattern of business practices and plans for purchase that are deeply rooted in Europe. In recent interviews at the Office Equipment Show, American company affiliates informed me that they participated in this show each year and that from it they obtained enough leads to keep their sales forces busy—in one case, for a full year—and in another, for six months.

U.S. companies would be well advised to examine most carefully the value and, in fact, the competitive requirement for participation in such specialized exhibits. American companies are participating in increasing numbers. In the recent Electronics show, some 57 American firms participated.

Embassy observations

Contacts which have been made by this Embassy with large department stores and chains in France have resulted in the following observations in regard to U.S. promotion of consumer goods:

1. There exists a basic underlying interest in U.S. consumer products.

2. A very small amount of U.S. consumer goods is being sold.

3. Very little information is made available by U.S. manufacturers or their agents to these concerns in regard to prices, quality, design, delivery, terms, etc.

4. There is a general feeling and apprehension that U.S. products are not competitive as to price.

5. There appears to be little interest on the part of U.S. producers in the requirement for taking cognizance of local preferences, design, differences in body sizes, product suitability, etc.

6. American firms apparently are unwilling to follow marketing and promotional practices which they undertake as a matter of routine in the United States in order to assist in the sales of their products.

7. American firms do not have their representatives call upon these outlets. When U.S. firms' representatives do call, they cannot communicate effectively in the language of the country.

8. Brochures, catalogues, descriptive material, and so on are usually not available on U.S. products; when they are, they are usually in English, and usually wind up in the waste basket.

In general, it appears that this critique may well apply to promotion of consumer goods in other European countries.

Specialized exhibits help

Numerous American firms have found the specialized exhibit salons represent effective means for introducing their products and locating agents, as well as in making direct sales. Recently an American textile firm, "against its better judgment," entered a specialized textile show, and obtained much more in orders than it had expected. The American exhibitor at the conclusion of this experience stated: "We should have taken twice the space to accommodate the visitors."

Brochures, catalogues, descriptive material should be made available by U.S. industry on U.S. products with C.I.F. prices, terms, and delivery data and in the language of the country to which directed.

Follow-up and contact are of particular importance in the sale of goods in this market. As an illustration, inquiry was recently made on behalf of a U.S. manufacturer of an item of ladies' apparel with a retail store in a Western European country. On inquiry, it developed that the entire shipment of about 500 units had been sold within 48 hours after being offered for sale. The European dealer characterized this experience as being sensational. When asked as to why he did not re-order, he shrugged and said that not one called upon him to solicit additional business.

Maintenance, local availability of replacement and repair parts and service are also vital elements in sales promotion in the European market.

American industry should undertake to exploit promptly new products which result from the extensive research and development conducted in the U.S. Advance products and products unusual or unique in performance, cost, or design characteristics, and those not produced in given countries afford good prospects for successful penetration of the market.

I am optimistic about the potential prospects for further American penetration of this market, provided American industry devotes here the same kind of effort, imagination, and resources as it does in our domestic market.

Eximbank loan helps Mexico buy U.S. dairy equipment

The Export-Import Bank of Washington has announced authorization of a $2.9 million Alliance for Progress loan to Mexico for the purchase of milk pasteurization equipment in the U.S.

Nine plants for pasteurizing raw milk will be built in regional milksheds, and daily milk production to be processed ranges from 6,000 gallons at Villahermosa near the Yucatan to over 20,000 gallons at Guadalajara.

Equipment to be acquired will be designed for the particular capacity required and will include machinery for pre-processing, pasteurizing, bottling, bottle washing, sanitary control, steam generation, and refrigeration.

FRANKFURT STREET SCENE: European shoppers, as shown in this Frankfurt photo from the German Information Center, can make their selections in stores and shops as modern as most any on Main Street, U.S.A.

Germany offers increasingly broader market possibilities for United States goods

Imports of almost all nonagricultural items have been liberalized, controls on farm products eased; U.S. Embassy lists some 100 commodities with sales potential

Exporting to the Federal Republic of Germany offers an expanding range of opportunities.

Interest in a variety of items within five major product categories has been reported by the U.S. Embassy in Bonn. Development of a widespread market is facilitated by the Federal Republic's continued import liberalization.

Germany has removed import restrictions on practically all nonagricultural products. A few remaining items in the textile field, some leather products, and miscellaneous specialties still require an individually validated import license. Such licenses, however, for all nonagricultural commodities in which the United States has a significant export interest now are being granted by the German authorities automatically and without limit.

In addition, global quotas which have become progressively more liberal have been established for a number of items in which the United States has only a minor export interest. Thus, no import licensing difficulty will be encountered in selling U.S. nonagricultural products to the Federal Republic of Germany.

Agricultural products are still beset by some limitations but these, too, are reduced from their former severity and as a result new markets are now open for U.S. agricultural products.

Positive interest in the items listed by the Embassy has been indicated through trade contact surveys, through specific opportunities published in INTERNATIONAL COMMERCE, and through reports of Foreign Service officers in daily contact with German business circles.

A low-cost aid in the necessary market research by U.S. firms interested in exporting these products may be found in Commerce Department trade lists which name German handlers of many of the items and provide pertinent market data. For sale at $1 each from the Commercial Intelligence Division, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C., and the Department's Field Offices, recently compiled lists of German firms are available titled under each of the following commodity classifications (for each, importers and dealers are listed unless otherwise indicated):

Automotive Vehicles and Equipment; Boots and Shoes; Chemicals; Chinaware and Household Pottery Products; Cooperage and Containers; Dry Goods and Clothing; Electronic Equipment, Electronic Tubes, and Other Electronic Components and Accessories—Importers, Dealers, Manufacturers; Feedstuffs—Importers, Dealers, Manufacturers; Glass and Glassware—Importers, Dealers, Manufacturers; Hardware; Household Appliances; Instruments; Jewelry, Silverware, Time Pieces, and Giftware; Machinery; Musical Instruments; Alcoholic Beverage Manufacturers; Office Supplies and Equipment, Stationery and Paper; Provisions; Toys and Sporting Goods.

In addition, U.S. firms will find market data—developed by the U.S. Foreign Service in Germany—available in Commerce Department Field Offices.

The U.S. Embassy in Bonn has listed the following items as having sales possibilities:

Food and related products

A variety of primary food products already being imported from the United States could achieve wider sales, in view of the progressive removal of quantitative restrictions. Items so affected are designated by the word *quota* in parentheses.

Agricultural products: Grains (quota); soybeans; rice; pulses; edible vegetable fats and oils and edible refined (quota); tobacco; cotton; cattle hides; inedible tallow and greases; inedible linseed oil.

Food and products: Frozen pork liver and kidneys, beef livers (quota); fatback (quota); sausage casings; fish oil (Menhaden); honey; oil cakes and meals; canned fruits and juices including peach halves, pineapples, fruit cocktail, fruit salad, apricot halves (quota), pears (quota), sweetened and unsweetened orange, grapefruit, tomato, and pineapple juices; canned vegetables including asparagus with tips, peas, wax beans, green beans (all under quota); canned poultry; canned seafood, including salmon, lobster, crab, and shrimp; canned soups;

Facts on the Federal Republic of Germany

Population

53.8 million, about three-quarters urban in an area of 95,735 square miles. West Berlin, closely connected to the Federal Republic by economic and political ties, has 2.2 million people.

Government

Constitutional republic with a federal structure. Legislative power rests in a bicameral parliament consisting of the Bundestag (lower house) and Bundesrat. Head of State is a President, but actual executive power rests in a Chancellor and his cabinet, who are members of Bundestag and responsible to it. Elections in 1961 returned Christian Democrats to power in coalition with Free Democrats under Dr. Adenauer, who has been Chancellor continuously since 1949.

Currency

The German mark, which was revalued in March 1961 to 4.0 marks per U.S. dollar from 4.2 marks per dollar. Germany is a member of the International Monetary Fund.

Gross national product

At market prices, $70.6 billion in 1960 and $77.6 billion in 1961 (converted at 4 marks to US $1). Per capita income, $1,110 in 1961.

Economy

Primarily industrial. About half of GNP is accounted for by mining, power, manufacturing, and construction; about one fifth by trade, transport, and communications. Principal industries: Steel, machinery, automobiles, precision instruments.

Communications

22,500 miles of railways; 88,700 miles of improved roads including 1,800 miles of superhighways; 2,700 miles of navigable waterway including 700 miles of canals; 9 commercial airports; five major seaports; 4.8 million passenger automobiles; 15.4 million radio sets; and 6.8 million television sets.

Foreign trade in millions of dollars:

	1960	1961 *	Jan.-Aug. 1962 **
Total imports	10,175	11,032	7,156
Total exports	11,422	12,694	8,337
Imports from U.S.	1,423	1,515	1,148
Exports to U.S.	887	859	613

* Adjusted for revaluation in March 1961.
** Preliminary data, not adjusted for changes in statistical method.

Principal imports from U.S.

Machinery, chemical products, motor vehicles and aircraft, nonferrous metals, cotton, hard coal, grains, and edible fats and oils.

Frozen foods, including citrus concentrates, poultry (idea of chicken parts is gaining acceptance), seafood (especially shrimp), fruits and vegetables; mixed salad dressings and sauces; peanut butter; eggs, including hatching eggs and egg products for human and industrial consumption, dried or powdered eggs, and crystallized albumen;

Fresh fruit, moderate market for apples and pears (quota) with other American fruit competing only during the so-called off-seasons, such as May to November for oranges, September to December for grapefruit, and May to October for lemons; sultana raisins and dried apple rings now being imported in large quantities with difficulties which existed on the basis of the German Food Law because of sulfurization now generally overcome; whisky, bourbon and rye, straight and blended.

Textile products, apparel, leather

Textile mill products: Nylon yarns and cotton yarns for textile industry; nylon, Dacron, Orlon and combinations with wool and cotton material for clothing, other wash-and-wear fabrics; printed fabrics, cottons, and synthetics; fancy drapery materials from fully synthetic fibers or filaments; mohair, imports from U.S. now considerable with demand expected to increase.

Apparel: Pre-teenage and teenage wearing apparel, especially sport clothing and blue jeans; certain women's and girls' wearing apparel; men's sports clothes and casual wear, light weight; children's clothing, dress apparel rather than everyday clothing; women's quilted housecoats, especially printed variety; women's nightgowns, particularly of synthetics or lightweight materials; printed cotton aprons—design, print, and styling in better qualities; men's socks of synthetic fibers, especially stretch socks, of heavier weight for winter wear; men's drip-dry shirts, particularly white shirts of high quality synthetic fibers to retail between $5-$7.50; specialized work clothes.

Leather and leather goods: Footwear, high-quality ladies' shoes, slippers, rubbers, high-quality men's shoes; apparel leather, particularly lamb-suede, sheepskin, and artificial leather.

Lumber, paper products

Ash, walnut, small dimension hickory, Douglas fir, red and yellow pine, hemlock, plywood and veneers, prefabricated houses and storage buildings.

Bleached and semi-bleached sulfate paper pulp; kraft paper and paperboard, particularly kraftliner; decorative wrapping paper; surfaced and impregnated types of paper and paperboard; all types of tissues; American books and periodicals, particularly technical books and paperbacks; greeting cards.

Chemicals, rubber products

Cosmetics and other beauty aids; essential oils for industrial and food products, U.S. oils readily accepted now with demand expected to continue; naval stores such as rosin and turpentines; polyvinyl chloride; DDT (dichlor-diphynyl-trichlorethane) basic material; softeners (plasticizers) for plastic foil; Teflon (basic material), Teflon fiber (yarn for packings, hose, boards); Saflex foil (safety glass interlayers, sheets, and liquids); pharmaceutical raw materials; veterinary

medicines; fine organic compounds; soaps and liquid detergents; synthetic rubber; plastic hose and cable casings.

Metal products, machinery, equipment

Cutlery, hand tools, and general hardware: Aluminum foil, Saran wrap; aluminum garden furniture; do-it-yourself equipment and accessories; builders' and furniture hardware; kitchen gadgets, (still require market development); special drape hanging hardware.

Heating apparatus and plumbing fixtures: Gas ranges (for safety inspection and standards, see INTERNATIONAL COMMERCE, July 9, 1962, p. 47); sanitary equipment, including bathroom, toilet, and kitchen installations, valves, cocks, sockets, gate valves.

Ball bearings.

Outboard motors.

Farm machinery and equipment: Farm machinery and garden equipment, including power lawn mowers, diesel powered agricultural machinery; harvesting and threshing machines.

Construction, mining, materials-handling machinery and equipment: Construction machinery, including excavators, tractors, road-building machinery, new and used cranes; fork-lift trucks; materials-handling equipment (conveyors); specialized coal-mining machinery.

Machine tools for metalworking.

Special industrial machinery: Machinery for food-processing industry, such as canning equipment, noodle driers, bakery and chocolate machines — good potential for labor-saving machines; bottle washing and filling machines; printing machinery for small and medium-sized shops; textile machinery—demand particularly good for circular and flat knitting machines and spinning and weaving machinery for processing of textile fibers; industrial sewing machines; welding machinery; labeling machines.

General industrial machinery and equipment: Drop forge hammers, punching machines, presses of all kinds; plate shears; pumps.

Office machines.

Service industry machines: Automatic vending machines—good opportunities despite strong competition from German products; air-conditioning equipment for industrial use; air-conditioners, small units for use in the home or office—market limited because of climate but German manufacturers reportedly behind in this field; coin-operated washing and dry-cleaning machines.

Electrical equipment, machinery, and supplies; household appliances: Electrical and electronic equipment, such as valves, tubes, photocells, transistors; automatic washing machines, provided servicing, spare parts and correct current are available; automatic dishwashers; refrigerating equipment; kitchen equipment, work-savers of all types, novelty equipment, and electrical appliances such as toasters, French fryers, mixers; insulating materials for the electrical industry, except those of ceramic materials; radio testing kits; radio-telegraphic and broadcasting equipment.

Surgical, medical, and dental instruments: Diagnostic instruments, highly specialized; modern dental equipment and supplies; modern hospital equipment and supplies, surgical instruments.

Automatic numerical control and measuring instruments and equipment.

Miscellaneous

Small boats of fiberglass or aluminum, light in weight and suitable for installation of small outboard motors.

Camping equipment, including tents, sleeping bags of modern, light weight design; water sports equipment, particularly skin diving equipment.

European Community's rising mass market points towards revitalized world trade

U.S. exports to Common Market up 67% in 2 years, while Washington proposals offer prospect of lowered barriers

DR. KARL H. KNAPPSTEIN

about the author

A decade and a half of leadership in West German statecraft, preceded by years on the editorial staff of the noted newspaper, Frankfurter Allgemeine Zeitung, *have eminently prepared Dr. Knappstein for his present role as Ambassador to the U.S. He is an alumnus of the Universities of Cincinnati, Cologne, Berlin and Bonn. The accompanying article represents excerpts from his Oct. 31 address at the National Foreign Trade Convention in New York* (International Commerce, *November 5, p. 2*).

By KARL HEINRICH KNAPPSTEIN

German Ambassador to the United States

With Europe and the United States in the forefront, the West has impressively shown that in the realm of economics especially it can leave obsolete concepts behind and march on to new horizons. In this connection I am reminded—as all of you undoubtedly will be—of 3 events: the passage of the (U.S.) Trade Expansion Act of 1962; the entering of the Common Market into the so-called Second Stage, ushered in when agreement was reached on European agricultural policy; and Great Britain's application to join the Common Market as a full member.

Political success

We have every reason to regard these economic developments as a political success. For the first time in many years countless declarations from Moscow testify to the fact that the Kremlin finds itself politically on the defensive. Let me observe here with particular emphasis that the Common Market is in no way directed against the Communist bloc. Though Moscow may attempt to spread this misinterpretation, there are signs that there is a better understanding in some East European countries of the Common Market, its possibilities and aims, than in Moscow.

But one thing is already certain: the achievements to date of European unification—and the Trade Expansion Act of 1962 should be counted as one of them—these solid achievements prove that Marxist-Leninist doctrines are refutable. . . .

According to the concepts of its founding fathers the EEC was to provide the basis for an eventual political unification of Europe. In years to come historians may well regard the European Community which embodies these concepts in its basic treaty as one of the few examples of how nations and their leaders can learn from the mistakes of the past. It is not too early, I think, to say this of German-French relations.

U.S. role

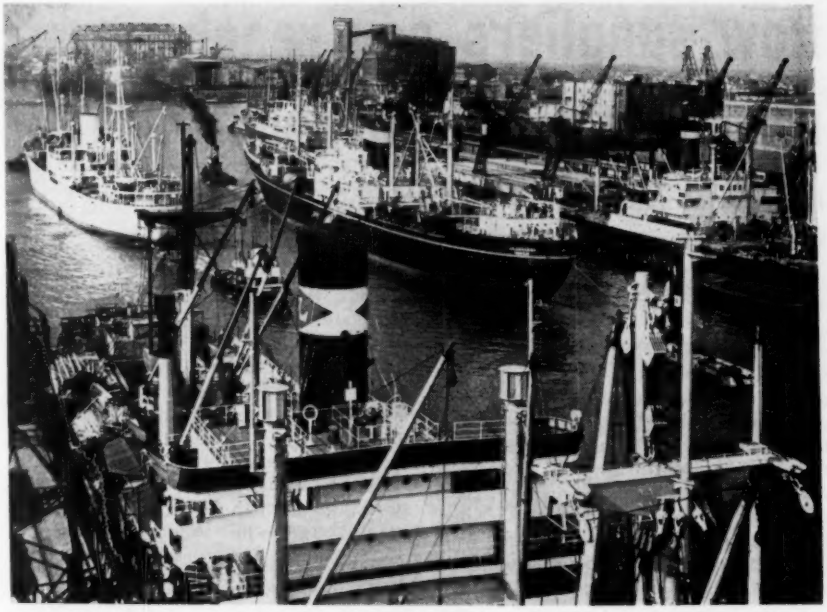
But it is only fair to add that the United States made a first and decisive contribution to this development. It first became evident in June 1947 as General George Marshall in an address at Harvard University made the suggestion that American aid could help Europe recover from the aftermath of the war. His address heralded the birth of the Marshall Plan. Then, in May 1950, as Robert Schuman made his proposals for a European Coal and Steel Community, another American Secretary of State, Dean Acheson, immediately recognized the political potential in the Schuman Plan and without hesitation threw the whole weight of American influence behind the plan. Ever since those days the measures taken for the economic and political unification of Europe have had the staunch support of 3 successive American Presidents and their administrations. It is hard to imagine how we could have made such rapid progress without this support.

EEC advantages

The economic advantages of the European Economic Community are even more evident (than the political): it created a new mass market of 180 millions . . . and led to a pooling and thus a more rational use of natural and industrial resources as foreshadowed by the European Coal and Steel Community, together with an accompanying substantial increase in the standard of living of the population. . . . From 1958 to 1961 trade within the Common Market area increased by 73% while world trade . . . showed an increase of only 23%. In the same period, the gross national product within EEC increased by 21% and industrial production by 32%. Goods, capital, labor and "know how" move freely across the borders of the member states.

Outside world

A complete appreciation for the effects of the Common Market within its borders can be gained only after we examine the expected influence it will have on the outside world. . . . Take, for example, the growth of American exports to Common Market countries. They expanded from $2.4 billion in 1959 to over $4 billion in 1961, an increase of 67%. The Common Market thus accounts for just about 20% of present American exports. The tariff changes brought on by the Common Market hardly affected America's ability to export to Common Market countries although tariffs did increase in some instances. The same holds true for other countries which trade with the Common Market, for example, the United Kingdom, members of the European Free Trade Association, and Japan. This development confirms the concept behind the Common Market: that the creation of a mass market would give a new impulse to international trade.



BREMEN PORT: A busy scene in one of Bremen's modern harbor-basins, the Overseas Harbor. In the background can be seen the giant grain elevator and silos into which is unloaded grain from the U.S.

Trade Expansion Act

The Trade Expansion Act of 1962 has made it possible for the President of the United States, as the one non-European country most important to the Common Market, to activate the far-reaching agreements concluded at the end of the Dillon-round last March. The full significance of these agreements are not yet widely appreciated. They guarantee to the United States the right of consultation in all negotiations involving the Common Market.

It is all but certain that the new proposals by the United States, in addition to the possibilities embodied in the so-called Zero-list, will offer a new framework for further world-wide tariff reductions, for the European Economic Community has obligated itself (in Article 110 of the Rome Treaties) "to contribute to the harmonious development of world trade, the progressive abolition of restrictions on international exchanges, and the lowering of customs barriers."

Our system of free enterprise will gradually induce a more efficient division of labor among competing national economies across oceans and borders, not unlike the development which led to the political and economic rise of the United States as well as to the unification of Germany in the last century through the German Zollverein or Customs Union. This process will in our days eventually bring about the political unification of Europe.

Reprint analyzes Finland's 1963 currency reform laws

Finland's "Currency Reform of 1963 and the New Currency Act" is the subject of an 8-page reprint from the Bank of Finland's 1961 yearbook. The reprint includes translations of the texts of the Currency Act and the Act on the Enforcement of the Currency Act (both effective Jan. 1, 1963).

Subject headings are: The New Monetary Unit, The Period of Transition, The Determination of the Gold Value of the Mark, and The New Acts.

How suppliers can reach Germany's big purchasers

If you want them as customers, introduce your merchandise to department store chains and cooperative buying groups

By LOUIS DE SALABERRY
Canadian Vice Consul, Duesseldorf, Germany

Writing nine letters could bring you a share of a $2,500 million market for consumer goods. That is all you need to do to introduce your product to the four leading department store chains and the five biggest co-operative purchasing groups which dominate the West German market for consumer goods. And with the German economy booming and salaries rising, sales are rising too.

Keen buyers for Germany's retail stores are constantly on the lookout for everything from tooth-brushes to twin beds, and if you can offer appealing style, an original design and an attractive price, there is a good chance of your doing business with them.

Here's how to start:

- Send descriptive literature and prices to the firms listed below, keeping in mind their requirements about prices, samples and language. Most buyers want prices quoted c.i.f. European port. If you have difficulty in working out a delivered price, you can ask a forwarding company to help you.

COLOGNE SCENE: Modern German stores hide the famous cathedral of Cologne. German Info. Ctr.

- As a rule, don't send samples unless they are requested. Most buyers find they don't know what to do with all the unwanted articles they receive and they dislike having to dispose of them. The Kaufhof chain of department stores, for instance, makes a point of accepting only samples for which it is willing to pay. An exception is the Karstadt department store group, which feels that offers without samples are just about useless.

- Most German firms can correspond in English, but some find it difficult to write in anything but German. Don't let this worry you. There is probably a capable German translator in your town or city. Your Chamber of Commerce can help you find him.

- Buyers don't like to overstock, but they are not too happy when they find that an item is selling well and they can't get any further supplies. They want to be sure they can depend on you as a constant source. Mention in your letter what quantities you can provide and how you propose to give them continuous service.

Four department-store chains

The big department stores in Germany are as modern and well-run as they are in Canada. They depend on careful purchasing and low profit margins to keep their prices attractive, and on quick turnover to stay in business. If you would like to sell through department stores, you should get in touch with these four chains:

Rudolphe Karstadt Aktiengesellschaft, *2 Rheinische Strasse, 43 Essen. (Cable address: Karstadt)*

The 50 Karstadt stores and 10 associate shops make annual sales worth $450 million. The manager of the Foreign Department, Rudolph L. Beck, corresponds in French and English. Quote c.i.f. Rotterdam or Hamburg in West German marks, or U.S. or Canadian dollars. Where possible, send samples with your offers. In New York you can bring your products to the attention of Karstadt's buyers through McGreevey, Werring & Howell, Inc., 225 West 34th Street, New York 1, N.Y.

Kaufhof A.G., *35 Sterngasse, 5 Cologne. (Cable address: Elinzeka)*

Annual sales in the 49 Kaufhof shops total over $400 million. Write in English to Heinz Salzmann, Manager, Foreign Department, quoting your prices f.o.b. Canadian port or c.i.f. European port, in Canadian or U.S. dollars. Kaufhof buys in New York through Kirby, Block & Co., Inc., 128 West 31st Street, New York 1, N.Y. F. J. Hessberger is its resident representative.

Hertie *Waren- und Kaufhaus GmbH., 45 Pfeilstrasse, 6 Frankfurt.*

Hertie has 50 shops with a sales volume of about $300 million a year. The import manager, Leopold Kraft, prefers to correspond in French, but if necessary can get along in English. Prices should be quoted in West German marks, c. & f. German port, although c.i.f. prices will also be considered.

Helmuth Horten K.G., *1 Am Seestern, 4 Duesseldorf.*

This firm operates 47 shops under the names Merkur and Defaka, with a combined annual turnover of $250 million. Letters and literature in English can be directed to Mr. Heimbach in the Import Division. Prices can be quoted in U.S. or Canadian dollars, c.i.f. Rotterdam.

Cooperative buying groups

To meet competition from the department stores, many of Germany's smaller retail merchants have set up their own cooperative buying groups. In this way, they can afford the services of teams of specialized buyers and are able to share the advantages of large-scale purchasing. The biggest buying groups specialize in soft goods, but they also handle everything from cosmetics to garden furniture. Nineteen soft-goods purchasing groups serve nearly 7,000 shops, with a combined annual turnover of $1,350 million.

Here are the names of the major buyers:

EZ-Textil *(Einkaufszentrale Europaeischer Textileinkaufsverbaende GmbH), 23 Herweg, Postbox 315, 7 Stuttgart-N.*

This is a central buying office which operates on behalf of thirteen of the groups. It buys for close to 6,000 shops. Write in English, quoting your prices c.i.f. European port.

Rheinische Einkaufsvermittlungs- und Beratungsgesellschaft Fuer Textil-Geschaefte A.G., *67 Sachsenring, Postbox 950, 5 Cologne.*

Known by its short name of Rheintextil, this group purchases soft goods only for its 114 members. Correspondence must be carried on in German and prices quoted in West German marks, c.i.f. German port.

Katag Aktiengesellschaft, *4 Stresemannstrasse, Postbox 87, 48 Bielefeld.*

This group purchases for 177 shops a wide range of soft goods—including upholstered furniture, bedding and carpets—as well as leather goods, furs, and camping equipment. Correspondence is carried on in German only and prices should be quoted c.i.f. European port.

Grosshandelsgesellschaft mbh., *15 Gustav-Stresemann-Ring, Postbox 201, 62 Wiesbaden.*

Four hundred and ninety shops buy a wide range of clothing, household goods and personal articles through this group, which commonly calls itself Grohag. Write in English to A. Schmidt and quote prices c.i.f. European port.

Handelszentrale Westdeutscher, Kaufhaeuser Gmbh., *102-104 Rheingauallee, Postbox 9079, 6 Frankfurt.*

Known as Hadega, this group buys soft goods only for its 458 member shops. You can write in English, attention Mr. Wrobel. Prices must be quoted c.i.f. European port in West German marks.

These buyers all want a chance to look over your products. That is their job. But all of them are busy, swamped with offers and besieged by salesmen; they have no time to waste. To ensure that your offer receives careful consideration:

Don't forget to:

- Make sure your price lists and descriptive literature are accurate and absolutely clear. A confusing offer gets 'filed' in the waste basket.
- Quote your lowest possible prices. Buyers normally look for a real bargain before they will go to the trouble of importing.
- When writing in English, be particularly careful to avoid slang and unusual expressions. Most Germans know only textbook English.
- Don't call on buyers unless your product needs to be demonstrated. Foreign visitors are always made welcome, but buyers resent the time they take up. Most buyers feel an interview is unnecessary. They pride themselves on their ability to sense a good thing and they resist being 'sold'.
- If you decide to call on buyers, go with something to sell. Businessmen without order books are not welcome. If you want to study prices, style and quality, don't disturb the buyers. You can get most of the information you need by strolling through the shops.

The whole business of selling consumer goods in the Federal Republic of Germany can be summed up in the same way in which we began—if you have something new or something special to offer, remember the nine big buyers who are as near as your mailbox.

Business contacts

U.S. businessmen seeking trade or business contacts in the Federal Republic of Germany or West Berlin may consult with the German Embassy, Office of Commercial Counselor, 1716 New Hampshire Avenue NW., Washington 9, D.C.

The German Government maintains Consulates General at the following addresses: 460 Park Avenue, New York 22, N.Y.; 104 South Michigan Avenue, Chicago 3, Ill.; 601 California Street, San Francisco 3, Calif.; 3450 Wilshire Boulevard, Los Angeles 5, Calif.; 124 Camp Street, New Orleans 12, La.

The German Government is also represented by Consulates at 55 Marietta Street NW., Atlanta 3, Ga.; 462 Boylston Street, Boston 16, Mass.; Washington Boulevard, Detroit 26, Mich.; 1102 Grant Avenue, Kansas City 6, Mo.; 55 Public Square, Cleveland 13, Ohio; 12 South 12th Street, Philadelphia 7, Pa.; P.O. Box 66288, Houston 6, Tex.; Third and Steward Street, Seattle 1, Wash.

The United States maintains an Embassy in Bonn, Mehlemer Aue; a Mission in West Berlin, 170 Clayallee; Consulates General in Bremen, 38 Contrescarpe; Duesseldorf, 5 Cecilienallee; Frankfurt/Main, 21 Siesmayerstrasse; Hamburg, Alsterufer 27/28; Munich, 5 Koeniginstrasse; and Stuttgart, 7 Urbanstrasse; and a Trade Center at Frankfurt/Main, 2-4 Bockenheimer Landstrasse.

Reprinted from the October 6, 1962, issue of Foreign Trade, *published every other week by the Department of Trade and Commerce, Ottawa, Canada.*

U.S. producers of components miss export chances

Suppliers often fail to acknowledge inquiries from overseas, Volkswagen president says

U.S. producers of components may be missing a good export opportunity in not answering their mail!

Dr. Heinz Nordhoff, president of Volkswagen, pointed out at a press conference in New York recently that all too often Volkswagen letters seeking suppliers in the United States are not acknowledged. Dr. Nordhoff was in this country for dedication of the new $3 million headquarters at Englewood Cliffs, N.J.

"We have sent out hundreds of letters seeking such things as windshield wipers, headlamps, electrical ignition parts and other components," he said. "The United States makers will not even answer our inquiries, much less talk prices or explore the situation."

Suppliers in the United States now are furnishing an impressive volume of materials to the Wolfsburg, Germany, factory, according to a report by C.H. Hahn, general manager of Volkswagen of America, Inc., in the September 17 issue of INTERNATIONAL COMMERCE (pp. 2-4). Coal, steel, magnesium, heavy industrial machinery, headlights, batteries, sparkplugs, tires are among the items purchased in the United States for the 68 miles of moving assembly lines in Wolfsburg. According to Mr. Hahn, American steelmakers alone regularly supply 3,300 tons of high-grade sheet per month for body production—*$7,400,000 worth in 1961.*

Daniels issues call for 'bold action' for economic expansion at German trade center opening

Says people must produce own prosperity with improved plants, more jobs and wider choice of better products for worldwide consumers

Human progress today requires abandonment of "frightened" attitudes of protectionism in favor of bold international action in the interests of economic expansion, Draper Daniels, National Export Expansion Coordinator, told a German audience at the opening of the first U.S. Trade Center in the Common Market area.

The setting was the ground floor of the most modern office building in Frankfurt, Germany, thronged by visitors who were visibly impressed by the displayed wares of 31 U.S. home appliance makers —the first of many exhibits planned for the permanent center.

Two-way trade

With an estimated 15 million U.S. jobs dependent on imports, Mr. Daniels pointed out, the Trade Center symbolizes U.S. aspirations for an end to walls barring the free flow of mutually profitable 2-way trade. He offered "Sell American" and "Sell German" as appropriate slogans to spur the accomplishment "of what free men in a free economy can do to make it possible for a people to produce their own prosperity" with improved plants, more jobs, and "a wider choice of better products for consumers in both your countries and mine."

Eight or 9 exhibits are planned in the 10,000-square-foot Trade Center space each year, the audience was told at the opening ceremonies. Brewster H. Morris, charge d'affaires of the U.S. Embassy in Bonn, said West Germany was selected as the site because of its high per capita income, offering the largest single market within the European Economic Community. Noting last year's $2,400,000,000 volume of German-American trade, he predicted continued expansion, with the first 3 quarters of 1962 already showing a 19.8% increase (to $1,300,000,000) in U.S. exports to Germany and a 9.2% increase (to $691,000,000) in German exports to the U.S.

Pattern

Continuing the pattern of U.S. Trade Centers established earlier in London and Bangkok—with another to be opened in Tokyo in February—the Frankfurt center is to serve as a permanent show room for American companies seeking business in the Common Market. It will supplement the regular trade fairs held several times a year in Frankfurt by introducing new products of potential interest to German buyers.

First sale

With German Vice-Chancellor Erhard and leading economic officials from other EEC countries on hand to see U.S.-made electric knife-sharpeners, freezers, refrigerators, coin-operated drycleaning equipment, dishwashers and other new products. The first sale made at the Trade Center was an electric kitchen range bought by one of the German reporters covering the opening ceremonies.

On Hausfrauen tag—"Ladies' Day" at the Center, November 17—300 German homemakers saw and sampled typically American foods prepared on U.S.-made household electrical appliances by 10 German women trained by Mrs. Elizabeth Sweeney Herbert, food editor of *McCall's*. The air was filled with the succulent aromas of Boston baked beans, popcorn, pancakes, waffles, grilled cheese sandwiches, hor d'oeuvres prepared on an ever-heated tray, chicken rotisseried in parts, and other delectable dishes. The hostesses were Mrs. Walter C. Dowling, wife of the U.S. Ambassador, and Frau Rita Bockelmann, wife of Frankfurt's mayor.

Market survey

The choice of electrical appliances for the Center's opening show was based on a market survey, conducted for the U.S. Department of Commerce, which indicated that the 6 Common Market nations (Belgium, France, West Germany, Italy, Luxembourg and the Netherlands) could absorb millions of dollars' worth of additional electrical appliances over the next 10 years.

People in the Common Market, the survey showed, have only 23 radios for every 100 persons, compared with 95 per 100 persons in the United States. They have 6 refrigerators and 6 washing machines per 100 persons. Comparable U.S. ratios are 28 refrigerators and 27 washing machines per 100 persons.

Firms, products

U.S. firms and products represented at the first Frankfurt show include:

Admiral International, refrigerators, freezers, air conditioners; Amana Refrigeration, Inc., refrigerators, freezers, air conditioners, dehumidifiers; Borg Warner International, mixers, blenders, humidifiers, toasters, garbage disposal units, refrigerators, freezers, air conditioners, automatic washers, dryers, wringer washers; Burgess Vibrocrafters, Inc., automatic can openers, insect foggers, engravers, sprayers; Carrier International, Ltd., heat-pump room weathermakers; Dewenter Industries, blenders, juicers; Hotpoint Section, International General Electric Co., refrigerators, freezers, dishwashers, air conditioners, electric ranges, clothes washers, clothes dryers, garbage disposal units; Hupp Corporation, freezers, refrigerators, air conditioners.

Also, International General Electric, wide line of small and major appliances, coin operated laundry equipment;; Iona Manufacturing Co., Inc., mixers, blenders, ice crushers, can openers, drink mixers, hair dryers, knife sharpeners; John Oster Manufacturing Co., wide line of small appliances, massage instruments, hair cutting sets; Manhattan Commercial Corporation, electric built-in range with oven; Master Corporation, broilers, bakers, toasters; Maytag Co., coin-operated washers and dryers; Munsey Products, Inc., ovens, toasters, bakers, broilers; J. E. Porter Corporation, ice cream freezers; Proctor-Silex Corporation, toasters, irons, washers, dryers, wringers, ice cream freezers, juicers, drink mixers.

Also, Puritron Corporation, air purifiers, range hoods; Regina Corporation, floor polishers, vacuum cleaners, shoe polishers; Salton Manufacturing Co., Inc., electric food warmers; Shetland Co., floor polishers, floor washers, vacuum cleaners; Speed Queen Division, McGraw-Edison Co., coin-operated washers and dryers; Swing-A-Way Mfg. Co., can openers; Tappan Co., ranges, dishwashers; West Bend Co., wide line of small appliances; Westinghouse Electric International Co., wide line of small and major appliances, coin-operated laundry and dry-cleaning equipment; Whirlpool Corporation, wide line of major appliances, coin-operated laundry and dry-cleaning equipment; Wilshire Industries, Inc., barbecue equipment; and Wright Manufacturing Division, Midland-Ross Corporation, air coolers, portable refrigerators.

German advertising adjusts to challenge, opportunity in European Common Market

U.S. techniques serve as model for the industry in its transition to a steady expansion of services

By ROBERT E. DAY, Jr.
European Division,
Office of Regional Economics

Facing an era of increasing domestic and foreign competition, German advertising is becoming extremely versatile and already resembles its American counterpart in most vital aspects. It is now emerging from a decade of transition in which the influence of U.S. techniques and firms has been pronounced. Under the impact of the European Economic Community, German advertising is expected to adjust further to the subtleties of a multinational market and continue its steady expansion of services.

ROBERT E. DAY, Jr.

Agencies

Agencies providing a complete line of services in the American manner multiplied and expanded rapidly from 1951 to 1961, while the terms "full-service" and "marketing" established themselves in the German vocabulary. Several of the leading U.S. agencies have branch offices in Germany or have entered into joint ventures with well-known German agencies. Some agencies list market research among their skills. Others offer similar services in cooperation with institutes specializing in marketing research. Full-service agencies, partial-service agencies, advertising consultants, and straight space brokers are organized in trade associations which are united with the media and major advertising groups through the Central Committee of the Advertising Industry (Zentralausschuss der Werbewirtschaft, Bad Godesberg). In its annual reports and in the increased memberships of each of the associations can be read the growing significance of advertising in the distribution of goods and services.

CONTINENTAL ADVERTISING: The well-known street-corner columns, called Plakatsaeulens, are plastered with placards throughout Europe.

Media

The media available to the full-service agencies and other promotional services are essentially the same as those employed in the United States. Each medium, however, differs from its U.S. counterpart in its importance relative to the other media. Billboards, neon lights, and other forms of outdoor advertising are strictly controlled by a complex series of federal and provincial controls, as is the use of comparatives and superlatives.

Newspapers and magazines are the most important of the advertising media in terms of annual advertising expenditures. Audited circulation data are available from the IVW (Informationsgemeinschaft zur Feststellung der Verbreitung von Werbetraegern, e.V., Bad Godesberg), an agency comparable to the Audit Bureau of Circulation in this country.

Newspapers exist for every type of reader. Those with significant circulations are equipped to carry color advertising and in some instances use the most modern color techniques.

German magazines cater to a wide range of general and specialized reading tastes. Popular magazines, enclosed in folders bearing additional advertising material, are circulated in coffee houses, barber shops, and restaurants. Many popular titles reach the Austrian and Swiss markets, as well as Germany. Some of the specialized trade and technical publications also have international followings.

Use of posters and placards is widespread. They are displayed on billboards and on the well-known Plakatsaeulen—cylindrical columns on corners, near bus stops, and in other public places. Placards also add color to the interiors of buses, streetcars, and other public carriers.

Movie-house commercials in the form of slides and motion-picture shorts offer an effective medium, as do radio commercials. Radio, however, is State controlled and the number of time spots is limited. The same is true of television, which has carried commercials since 1956. Great significance is attributed to introduction of a second TV channel in 1961. By October 1, 1962, there were 6.8 million TV sets in the Federal Republic, an average of a set in every third household.

A trade directory published annually for the entire advertising industry—*Leitfaden fuer Presse und Werbung,* published by Willy Stamm, Essen—covering each of the media in detail is obtainable from Business Publications, 120 Riverside Drive, New York 24, N.Y.

Outlays climb rapidly

No official statistics exist for advertising expenditures in Germany. Reliable data on the most important of the media have been compiled since 1952 by the private research institute of Dr. Kapferer & Dr. Schmidt, Hamburg. Their data for the years 1957-60 are given in the accompanying table.

All attempts to compute total and per capita outlays for advertising in the Federal Republic are based on the Kapferer & Schmidt reports plus estimates for the several media not covered by the institute. The consensus of various studies is that advertising expenditures are increasing more rapidly than the gross national

Advertising expenditures for selected media in the Federal Republic of Germany and West Berlin, 1957-60

[in millions of German marks (in 1957-60, US$1 equaled 4.2 marks)]

Year	Newspaper	Magazine	Radio	TV	Poster	Total
1957	898.4	487.7	39.1	3.7	68.7	**1,497.6**
1958	991.4	556.4	42.4	12.0	67.9	**1,670.1**
1959	1,074.0	644.7	52.3	56.8	74.6	**1,902.4**
1960	1,187.6	744.3	48.8	132.1	82.4	**2,195.2**

product and constitute at present about 1.5% of GNP.

Market research

In addition to the services provided by advertising agencies, there are a number of economic research organizations in Germany whose reports and findings often include data useful in marketing studies. Several of the organizations are interested primarily in fields directly related to marketing such as retailing, consumer behavior, and wholesaling. Many of them belong to one or both of two national associations: The Association of German Economic Research Institutes (Arbeitsgemeinschaft Deutscher Wirtschaftswissen-schaftlicher Forschungsinstitute e.V., Burgstrasse 160, Bonn), and the Association of German Market Research Institutes (Arbeitskreis Deutscher Marktforschungsinstitute e.V., Simrockstrasse 6, Bonn).

Trade fairs

The trade fair is a long-standing institution which continues to play an important role in product distribution. The fair is an excellent forum for introduction of new products, and business volume is high. Hannover, Frankfurt, Berlin, Cologne, Duesseldorf, and Munich are sites of the most important international trade fairs in the Federal Republic. Other cities such as Nuremberg and Offenbach also stage such events for specific industries. Themes range from investment or consumer goods in general to a variety of specialized commodities. Management and exhibition grounds—permanent institutions in each city—are joined together in a coordinating committee, the Ausstellungs-und Messe-Ausschuss der Deutschen Wirtschaft e.V., Cologne (Committee on Fairs and Exhibitions for the German Economy), from which additional information on themes and dates may be obtained.

Space is limited and often rented by perennial exhibitors. Newcomers wishing to participate must, therefore, allow ample time for negotiations. Customs regulations permit foreign exhibitors to enter their products for display duty free.

German is the language preferred by most business firms and every effort should be made to provide sales literature and operating instructions in German. The agent or representative equipped with such materials enjoys a distinct competitive advantage over the agent whose promotional literature is available only in English. Almost all companies engaged in foreign trade are able to correspond in English and French as well as German. Expeditious handling of correspondence, including the use of air mail, is appreciated.

The standard units of weight and measure in Germany, those of the metric system, should be used whenever possible in sales literature and price quotations.

German teenagers offer $60 million annual market

Increased wages for apprentices provide more spending money for this new consumer group

German and American teenagers, both members of a relatively new consumer group, live separated by a culture and a hemisphere. How do they differ—or compare—as consumers? How do the spending habits of German teenagers coincide with those of their contemporaries living on this side of the Atlantic? What is the pattern of German tastes? How do they spend their leisure hours, their vacations?

Never before in Germany have so many young people had so much money—on the whole, more money for personal expenses than their fathers—according to recent polls reported by the German Federal Government Press and Information Office. This novel situation has been largely a result of increased wages for apprentices and post-apprentices. Although a young job holder living at home makes a substantial contribution to the family budget, he usually has about

TEENAGERS HAVE MONEY: Recent polls show that never before have so many German youths had so much money, due to high apprentice wages. Some seven million youths spend $5 million monthly, it has been estimated. Photo from German Info. Ctr.

50 German marks ($12.50) left at the end of the month for pocket money. A student has about 30 marks ($7.50). Thus, it is estimated, the Federal Republic's 7 million teenagers have a monthly purchasing power of 20 million marks, or $5 million.

Channels for spending

Into what channels does this money find its way? Apparel shops, theaters, sports events, cosmetic manufacturers, suppliers of photographic materials, and restaurants all compete for a slice of the teenager's pocket money.

The results of extensive polls show active teenage spending along these lines: Bicycles (72% of all teenagers have one); radios (1 out of 3 owns one); musical instruments (1 out of 5); record-players (19%); typewriters (12%).

Cosmetics rank high on teenage spending lists: Skin cream (89% of the girls, 50% of the boys); hair dressings and creams (50% of the girls, 67% of the boys); 80% of teenage girls use cologne; 78%, perfume; 71%, lipstick; 64%, nail polish. From the age of 18, every second boy uses a shaving lotion, and at least every third has an electric razor.

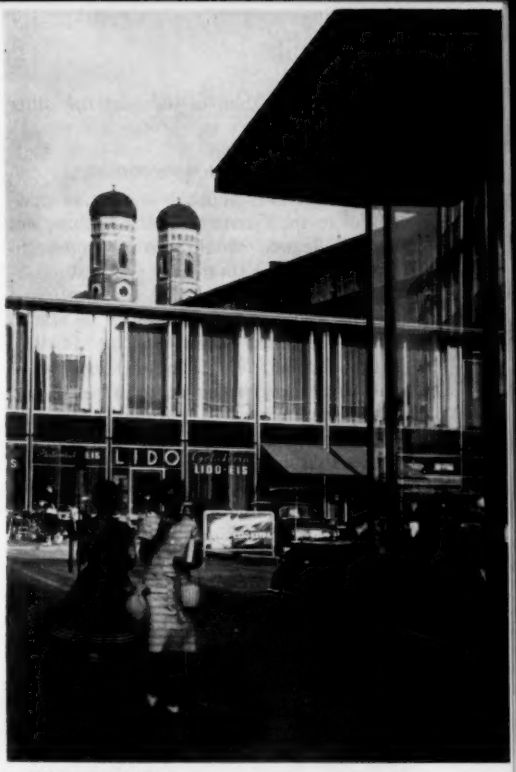
Hobbies popular

Hobbies and other leisure time activities are well represented in the lives of young Germans. More than 30% have a hobby. Most popular among the boys are: Photography and filming (24%); amateur radio operation (14%); do-it-

yourself activities (13%); scientific experimentation (11%). Chief interests among the girls appear to be: Photography and filming (30%); playing a musical instrument (17%), painting, drawing, or sculpturing (14%), and handicrafts such as weaving (14%).

Interest in snacks is universal. Ninety percent of the girls and 83% of the boys regularly buy confections. Preferred beverages are coffee, milk, and soft drinks.

As young Germans travel widely, a considerable portion of their spending money is reserved for vacations. Forty-one percent of the polled teenagers said vacations were planned around their interest in learning about other countries and people. Two-thirds had traveled during their last year's vacation and of this number, one-third was out of Germany.



GERMAN TEENAGERS: Teenagers present a special market opportunity in Europe, as they do in the U.S. Munich photo from German Info. Center.

Germany's retail trade agitated by inroads of discount houses

Whole complex of price maintenance brought to fore; distributors turning to labor-saving devices, other cost-cutting techniques

Germany's traditional wholesale and retail facilities, supplemented in recent years by supermarkets and other new forms of merchandising, now must contend with a swift increase in the number and variety of discount houses.

To meet both the new competition and continued shortages of labor, many distributors are turning to such techniques as "haul-it-yourself" wholesaling, self-service retailing, and automatic vending. Against this setting the German Government recommended in August that remaining legal supports for maintenance of fixed retail prices be abolished as one step in its efforts to check rising prices. Trade associations and other special interest groups are now publicizing their positions on this controversial question.

Wholesalers entrenched

Wholesalers in general have not suffered from the impact of discount developments in the retail sector. They are well established, have adequate storage and handling facilities, and possess substantial inventories. There are no indications that wholesalers are being bypassed in the chain of distribution. Traditionally, they have served as a source of credit for retailers, who still prefer this form of financing; however, the wholesalers' function as a major source of credit has not yet returned to its prewar level.

There are about 134,800 wholesale firms in the Federal Republic, whose total sales in 1961 reached $48.8 billion, almost three times the sales volume for 1950. The business is dominated by large firms. In 1957, about 50% of all sales at wholesale were made by less than 1% of the wholesalers. Raw materials and semi-manufactured goods are the most important items handled by wholesalers, with food and tobacco next in importance and manufactured products third.

Terms granted by wholesalers almost always provide a 2 or 3% discount for prompt payment. Quantity discounts are granted by all wholesalers. They are less than 5% for about 85% of consumer goods sales and for about 75% of sales of raw materials and producer goods. In addition, special discounts of up to 5%, usually in the form of bonuses and premiums, are given to regular customers for consumer goods by about 50% of the wholesalers and to regular customers for raw materials and producer goods by about 15% of the wholesale trade.

Most of the wholesalers belong to one of the 92 wholesale trade associations, all of which participate in the Central Association of German Wholesalers and Foreign Traders (Gesamtverband des Deutschen Gross- und Aussenhandels e.V., Kaiser-Friedrich-Strasse 13, Bonn).

Retailers modernize

German retailers have made strides in rebuilding and modernizing their facilities in the past 10 years. Every urban community is served by well-stocked stores of various types, and the larger towns and cities boast attractive shopping centers. Sales continue to climb with increases in wages and disposable income and for the first three quarters of 1962 represented a 9% increase over the same period in 1961. Despite these generally favorable trends, many retail outlets are still vulnerable to the threat posed by the discount stores. Some merchants have stopped giving trading stamps in an effort to cut overhead and meet the new price competition. Others have found that their customers do not want to part with this form of forced savings and consequently must settle for lower profits.

There are about 440,500 retail stores in the Federal Republic and West Berlin. Total sales in 1961 amounted to about $24 billion, an increase of over $2 billion from 1960 and almost four times the amount of 1950.

Many shops classified as retail in the United States—such as bakers, tailors, and shoe and watch repair shops—are not included in the German data. These outlets, along with small machine shops, saw and flour mills, building contractors, and similar trades, are listed as handicraft workshops (Handwerk) in Germany, thus understating retail volume as compared with U.S. data. German retail sales statistics should be increased by about 20% to account for this discrepancy.

Most of the German retail firms are small establishments—about 63% of them with sales of less than 100,000 German marks (4 marks = $1) and 98.5% with sales under 1 million German marks. Since 1958, however, the number of stores with sales under 100,000 marks has decreased steadily, while large retailers flourished. From 1958 to 1960 the number of firms whose sales exceeded 100 million marks rose from 17 to 28.

Almost half of all retail stores sell food, beverages, and tobacco which accounted for less than a third of total retail sales in 1960. Thus the proportion of small establishments is higher in the grocery

store business than in some of the other retail fields.

Discount house a newcomer

The discount house is a relative newcomer to the German retailing scene, but its significance should not be underestimated. From a total of 3 such establishments in 1956, the number multiplied rapidly and reached about 465 in March 1962, according to an unofficial survey. More than 85% of these houses deal only in groceries, confections, alcoholic beverages, and textiles. Radio, television, and household appliances began appearing in discount stores in April. Especially large concentrations of discount houses are found in Bochum (66), Berlin (54), Dortmund (38), Frankfurt (25), Herne (25), Gelsenkirchen (16) and Recklinghausen (10).

Where the discount house has established a firm foothold, other retail outlets are forced to follow suit and offer discounts. The word "discount" itself, in its English spelling, has become standard German usage. Some manufacturers are now beginning to set their list prices higher to facilitate the granting of discounts to a discount-hungry public.

Chain stores prominent

Chain stores are also a prominent feature in German retailing. There are a few large department store chains, whose sales represent about 90% of all department store sales, and about 90 food chains, whose 5,000 stores do about 10% of all retail grocery business in the Federal Republic. In addition, several large variety store chains and a number of smaller chains operate clothing, footwear, tobacco, fish, or candy stores. Voluntary chains and cooperative purchasing organizations formed by retailers on their own initiative or in cooperation with established wholesalers, also operate in most lines of business (see related article on page 10 of this issue).

Mail-order houses spurt

Mail-order houses are active in the Federal Republic and are growing rapidly. Latest reports indicate that the larger houses now plan to expand their services to areas beyond the borders of the Fedral Republic. Two American mail-order houses have likewise taken steps to capitalize on the promising EEC market. One of these is already building up its services in Germany.

German mail-order sales reached an estimated $1 billion in 1960 or about 5% of total retail sales. Most of them are small but there are about 12 large ones, with annual sales by the largest around 500 million marks ($120 million). Textiles and clothing sales account for about 60% of the mail-order business and food items are next in importance. The larger firms indicate that about 20% of sales are by the installment method.

Self-service stores grow

Self-service, self-selection, prepackaging, and other modern retailing practices are increasingly evident throughout Germany. An average of 25 new self-service stores opened every working day in 1959. Nearly all the self-service stores—about 31,000 at the end of 1961—are food stores (1959 food sales, $900 million) but self-selection and pre-packaging have been introduced in all types of retail outlets. Independent retailers owned 75% of all self-service stores in 1959, chain and department stores 18%, and consumer coops 7%.

There is a retail trade association for each geographical area and for virtually every type of retail store in Germany. All of the regional organizations and many of the trade groups belong to the National Association of German Retailers (Hauptgemeinschaft des Deutschen Einzelhandels e.V., Sachserring 89, Cologne.)

Coops specialize in foods

Consumer cooperatives in the Federal Republic are engaged almost exclusively in the food business, and they have been growing steadily in that field. In 1961, 257 societies owned 9,412 stores with total sales of $8 million. The wholly owned wholesale organization of the consumer cooperatives (Grosseinkaufs-Ges. Deutscher Konsumgenossenschaften m.b.H., abbreviated G.E.G.), at Hamburg, owns over 30 factories in addition to doing large-scale buying for local organizations. Sales of the wholesale branch in 1961 were 1.6 billion marks.

The German consumer cooperatives are represented in the International Cooperative Alliance by their wholesale society (G.E.G.) and by the Central Association of German Consumers Cooperatives (Zentralverband deutscher Konsumgenossenschaften e.V.), the policy-making body of the movement. Both groups are located at Besenbinderhof 43, Hamburg.

Consumer financing takes on added importance in Federal Republic

Installment credit outstanding almost double that of 5 years ago; variations now used in about 14% of all retail sales

Installment sales to consumers, almost unknown in Germany before 1945, now play a significant role in the retail business of the Federal Republic. Outstanding installment credit at the end of June totaled $1.4 billion, 9% more than at the same time last year and nearly twice the amount outstanding 5 years ago, the U.S. Embassy reports. An estimated 14% of all retail sales are made with installment credit.

Installment credit is extended by nearly all banking groups, including commercial banks, savings banks, and credit cooperatives. Principal holders, however, are the special installment credit institutions (Teilzahlungsbanken) which accounts for nearly 70% of total outstanding installment credits. These institutions, which are not authorized to accept deposits, are members of the Central Association of German Installment Credit Institutions (Wirtschaftsverband Teilzahlungsbanken e.V., Duesseldorf). The Deutsche Bundesbank, the central banking authority, required 235 such institutions to submit annual reports for the year 1961.

As some types of consumer installment credit available in Germany are extended to both individuals and businesses, standard definitions for the term "consumer credit" do not wholly apply. In some instances these credits serve to finance not only private consumption but also procurement of goods for trade and industrial purposes. There is strong evidence, according to the Central Association, that the share of nonconsumer credit amounted to at least one-third of all new installment credits extended in 1961.

In the consumer durable goods sector, the largest amounts of installment credit are used for purchases of automobiles and motorcycles, clothing and textiles, furniture, and household appliances. These are followed by bicycles, sewing machines, typewriters, and radio and television sets. Among the installment

sales of goods for trade and industrial purposes, those for trucks, tractors, and trailers lead, with textile and farm machinery in second place.

Credit terms vary according to the merchandise involved. Typical maturity terms for automobiles run from 18 to 24 months; those for household appliances and furniture are about 12 months.

Three main types

There are three main types of installment credit, grouped according to sources and recipients. In addition, certain forms not directly connected with specific sales transactions, such as the small loan, the investment loan, and the "cash advanced," have been rapidly gaining importance over the last 3 years in all banking groups.

The so-called "ordinary," or traditional, installment credit is extended by retail outlets directly to the consumer under an installment contract, without the intervention of a credit institution. Repayments are scheduled on a monthly basis, with interest charges at the rate of 0.6% to 0.7% per month on the original credit amount.

Consumers also may obtain credit by turning to one of the Teilzahlungsbanken. In this type of transaction, designated Konsumfinanzierung, the consumer receives "commodity checks" which he may use within a given time for purchase of consumer goods in those retail shops cooperating with the finance company. The lending institution redeems the checks to the store and collects the installment payments, together with interest and service charges from the consumer. The credit is secured by the items purchased and the wages or salary of the borrower.

In the third form of installment credit, the sales finance companies furnish funds to the retailer rather than the consumer. In this so-called Absatzfinanzierung, the finance company purchases from the retailer the consumer's contract to pay and collect the installments from the consumer. The retailer is advanced 70 to 80% of the purchase price for each sale out of his quota with the finance company, and the balance is released to him after receipt of the last installment.

Loans increase faster

Small loans, investment loans and "cash advances" increased more rapidly in 1961 than the three types of commodity-oriented credits. Such loans, repayable on the installment plan, are extended primarily to consumers but no control is exercised by the lending institution as to the actual use made of the funds by the borrower.

Loans by commercial banks, savings banks, and credit cooperatives to individuals for consumer purposes may not exceed $500. They are repayable in 6, 12, 18, or 24 monthly installments. The monthly interest rate is 0.4% on the original credit amount. The loan is secured by wages or salary. An important channel for these small loans is the credit cooperative, or credit union as we know it in the United States. Germany is recognized as the classic land of the credit union, first introduced there in 1849 by Friedrich Raiffeisen. Today there are over 2,200 credit cooperatives in the Federal Republic and West Berlin.

Other loans are extended by commercial and savings banks to individuals and firms for the purpose of acquiring durable household and business goods. These are known as Anschaffungsdarlehen and may be applied to purchases of automobiles, trucks, machinery, and similar equipment. Repayment is in monthly installments, with maturity terms running as long as 48 months. The monthly interest rate is about 0.4% on the original credit amount. The loan must be secured by wages or salary, and other assets such as life insurance.

The "cash advance" is extended only by the Teilzahlungsbanken, which until recently had been concerned solely with installment sales financing. Introduction of the "cash advance" is a defensive measure in response to the growing competition of installment lending by other banking groups. It bears the criteria of the small loan already described, but is more expensive. Monthly interest rates are 0.6% to 0.8% on the original amount of the credit.

DUESSELDORF'S ELEVATED HIGHWAY: Cross traffic is withdrawn from the center of the city, and time saved for motorist by the road complex in this Rhenish metropolis. Courtesy German Information Center.

Economy of German Federal Republic expands at somewhat slower pace; continued moderate growth expected

Inflationary forces at work; industrial output climbs slowly; foreign trade increases substantially with German imports from the United States 17.3% more than last year

By ALBERT CAYA, JR.
European Division,
Office of Regional Economics

Throughout the first three quarters of this year most sectors of the German economy continued to operate at near capacity. The pace of economic growth, however, has slowed appreciably from previous years. Although no major stimulant appears on the horizon, expansionary forces outweigh contractive elements and the economy as a whole is expected to grow moderately in the months ahead.

ALBERT CAYA, JR.

The gross national product, at current prices, approximated 158 billion German marks ($39.5 billion) in the first half of 1962, an increase of 8% over the like period of 1961. On the basis of constant prices, this showing represents a 3.5% increase as compared to 5.3 and 8.8% for the first half of 1961 and 1960, respectively. The difference in percentage growth rates computed on current as against constant prices gives a clear indication of inflationary forces at work in the German economy.

At the beginning of 1962, industrial production showed little buoyancy and only scattered indications of growth. As the year wore on, output began to climb slowly. Through the first half industrial output increased 3.3% over comparable 1961 levels. Nine-month figures show aggregate industrial production 4% greater than in the first three quarters of 1961.

Pressures for additional wage increases continued unabated, giving rise to wage settlements in excess of productivity gains. On the price front, there has been evidence of a slowdown of the rate of increase since late spring. Profit margins continued to shrink, causing increased alarm in Government circles as well as in industry.

Total foreign trade increased substantially throughout the first three quarters, imports making the greater percentage gains. United States-German trade increased sharply over 1961 results with German imports from the United States substantially greater than exports to this market. Germany's balance-of-trade accounts show a surplus although current export earnings have not been sufficient to balance total foreign exchange outflows.

Production trends vary

Production trends in the major sectors of the German economy and especially in individual branches of industry varied throughout the period. Toward the end of the first half and well into the third quarter somewhat better rates of growth were achieved in most industries. Little further acceleration, however, is expected in the months immediately ahead.

Through the first half, performance in the capital goods industry was maintained at a high level. Overall production growth increased, however, by only 5.4% over first half 1961. Nine-month figures indicate a somewhat better growth rate computed at 5.7%. Various sectors of the capital goods industry performed as follows in the first half: Electrical equipment production up by 8.5%; machinery and machine installations up by 4.3%; and steel fabrication up 3.9%.

Consumer goods production, sustained by excellent domestic demand, rose almost 10% in the first half. The furniture industry increased its rate of production by 16.5%. A similar increase was recorded in production of pharmaceuticals, cleaning and polishing agents, and cosmetics. Textile, clothing, and shoe production rose by 12.6% while passenger cars and other motor vehicle output increased by 11.8%. Other consumer goods production rose by 6.1%.

Inventory trends at the producer level (raw materials and semifinished products), slightly contractive early in the year, began to lose their dampening effect toward midyear. Throughout the rest of this year, inventories should not prove to be an important factor in the economy.

Restraint on the part of foreign buyers and the reluctance of German industry to place new orders for machinery has adversely affected the order book position of most industries. At the same time, shorter delivery times are being quoted which may tend to increase the attractiveness of German goods. New orders have shown erratic month-to-month movement to date and no clear trend is discernible. Consumer goods orders, the only notable exception, have shown a growing trend throughout most of the year. The value of order books for industry as a whole rose by only 1.4% in the first half of 1962 over the like period in 1961.

Labor supply still short

Despite the easier pace of the economy and a sizable influx of foreign workers (650,000), labor continued in short supply. The shortage of skilled workers in the construction industry was particularly acute. At the end of June, the registered unemployed in the Federal Republic numbered roughly 88 thousand. Of these, the greater part are thought to be unemployable because of age or disability. As of the same date, some 600 thousand registered job vacancies were reported.

BERLIN SKYSCRAPER: "Haus der Elektrizitaet," an office building in West Berlin. German Info. Ctr.

Wages rates in the first half of 1962 increased by nearly 11% compared with the corresponding period in 1961. Productivity, on the other hand, rose by only 2.5%. Against this background and under pressures of declining profit margins and increasing price competition from abroad, management resistance to further union demands is growing.

Balance-of-payments deficit

Probably the most noteworthy development in 1962 was the change in Germany's balance-of-payments accounts. In contrast to past sizable surpluses, the balance of payments remained in near equilibrium throughout the first half. In July, the latest month for which complete balance of payment data are available, seasonally high service payments—net foreign exchange expenditures on travel, immigrant remittance interest and dividend payments, etc.—and a relatively low trade surplus led to a sizable balance-of-payments deficit of $91 million. The services deficit in July, twice as great as the monthly average of the first half of the year, amounted to $168 million.

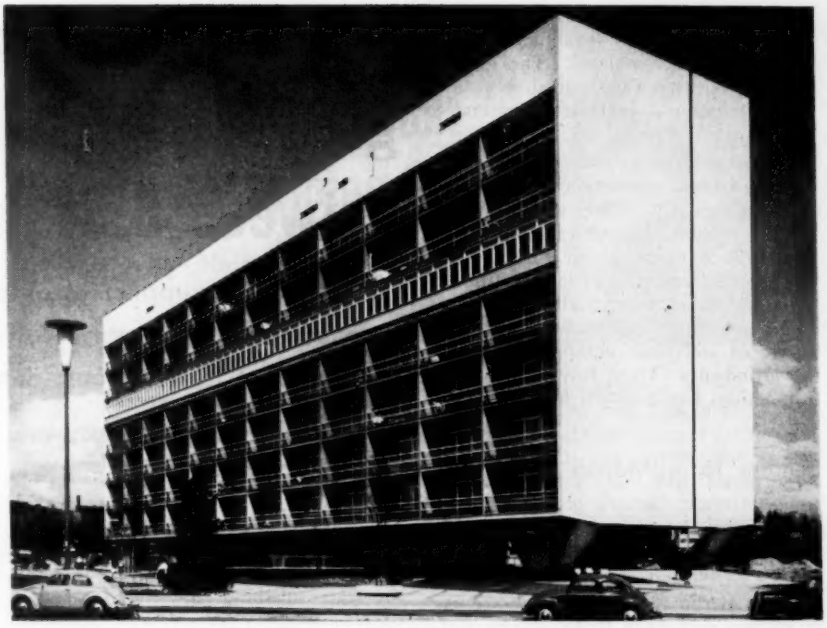
Imports in the first 8 months of the year exceeded the 1961 levels by 12.9%. Exports in January through August 1962 were 4.4% higher than a year ago, a low rate of increase for Germany, but a relatively good one compared with performance of other industrial nations. The cumulative trade surplus during this period, though less conspicuous than earlier surpluses, came to about $625 million.

U.S.—German trade continued to expand at above average rates. During Jan.-July, German exports to the United States averaged 12.4% more than last year and totaled $537 million. At the same time, German imports from the United States rose 17.3% to $1,011 million.

With the Germany economy performing at its present high level little change is expected in prospects for U.S. exports. Even though inter-Common Market duty rates have been reduced, giving EEC producers a price advantage on the German market, the continuing wage-price spiral in Europe has blunted this advantage to some extent.

MACHINERY EXPORTS RISE

U.S. exports of machinery to the Federal Republic of Germany in the first half of 1962 totaled $108 million, an increase of 33% over the same period in 1961, according to official German statistics. Imports of German machinery increased only 3% to reach a total of 58 million.



BERLIN APARTMENT HOUSE: This apartment project in West Berlin was designed by the famous Oskar Niemeyer. Built in 1958, it is typical of building projects in the city. Courtesy German Info. Center.

West Berlin enjoys favored position within market of Federal Republic

Increased tax privileges also attractive to investors desiring to sell in larger European market

West Berlin, fully integrated into the economy of the Federal Republic of Germany, now enjoys even greater tax privileges than those which existed in the first half of the year, the U.S. Embassy in Bonn reports.

German banking circles report that the new package of investment incentives for the city which became effective retroactively on July 1 has resulted in a lively demand for investment credits during the first half of fiscal year 1962-1963. Berlin also enjoys the advantage of being within the European Economic Community and thus provides American businessmen with a favored base for their European operations.

Incentives which already existed prior to the new legislation (see *Foreign Commerce Weekly*, May 28, 1962, p. 952) are still in effect. New tax benefits were enacted on July 12, when the Parliament in Bonn amended both the Law for the Promotion of the West Berlin Economy and the Law on Tax Benefits for Berlin. The main provisions of the new legislation are described in the following paragraphs.

Benefits to business

A premium of 10% of acquisition cost will be paid for new equipment installed in a West Berlin plant or business after June 30, 1962, and before January 1, 1965. The premium is to be paid in the year following the year of investment. The equipment must remain in Berlin for at least 3 years. The premium, the idea for which originated with the Berlin Chamber of Commerce, does not affect the generous depreciation allowances already in existence which permit a 75% write-off in the first 3 years.

There are also tax privileges for inventory accumulation. Earlier legislation contained no such provisions. In 1962

and 1963, a tax-free reserve of up to 7.5% of the value of inventory at year's end may be accumulated. The reserves must be released (and added to taxable income) within 4 years after the end of 1965.

In the field of turnover taxes, an increase in basic exemption has been enacted particularly to help small business. Minor revisions to the existing legislation include extension of turnover tax privileges to lending and leasing transactions between West Berlin and West Germany. Main beneficiaries are producers of electronic equipment and the movie industry. Until July 1, only sales transactions had qualified for these benefits.

Benefits to individuals

To increase Berlin's growth rate by expanding its labor force, several inducements are offered to West Germans to resettle in Berlin.

For a Berlin resident the assessed tax on income derived in Berlin will be 30% lower than the normal income tax rate. In the past the figure was only 20%. Wage and salary earners who are residents of West Berlin will also receive a premium on their income from wages and salaries. The premium is 5% on wages and salaries up to $2,800 per annum and decreases thereafter.

Additional measures to attract workers to Berlin are the provision of funds to cover costs of moving a family to Berlin and a popular interest-free loan to young couples who marry and settle in the city. The success of the latter measure is reflected in the vital statistics of the Berlin statistical office. The marriage rate has already increased significantly.

Benefits to both

To attract capital to Berlin, a tax credit is granted on loans given to Berlin for private investment and for housing construction. The tax credit is 10% of the amount of the loan, if the loan is used for commercial or industrial investment, and if it matures in not less than 6 years. It is 20% on loans for housing. This provision is a novelty in postwar German income tax legislation, as it introduces for the first time the concept of a direct tax credit instead of privileged rates.

The complete texts of the two laws, as amended, are published in *Bundesgesetzblatt I*, 1962, No. 29. Copies may be obtained from the publisher, Bundesanzeiger Verlagsges, mbH, Bonn, for about 20 cents plus postage.

Office machinery trade makes great strides both ways between U.S. and Germany

U.S. is leading supplier of office machines to Germany; France is leading importer of German office equipment; good market for electronic data processing machines

By DR. HANS WEBER
Director, German Machine Manufacturing Institute

The increasing amount of data necessary in business and administration, rising costs of operation, and the labor shortage—all these necessitate the use of office machinery at an ever increasing rate. The effect on German office machinery industry has been a production rise to DM 600 million in January-June '62, and to over DM 1 billion in all of '61.

Typewriters still have a leading share of the total production, while organization and data processing equipment claim increasing shares. Through close contact with users and technology, Germany's office machinery industry continues to offer a wide variety of equipment fully meeting the specific needs of users both at home and abroad, effectively furthering the rationalization of office work.

As a part of this development the export of German office machinery was increased to DM 600 million in '61, one-third more than in '60. As a result, the export share in Germany's office machinery production rose further and is now at over 50%. Chief export lines include typewriters, punch card machines, electronic data processing equipment and organization machines.

Magnetic Euromarket

Germany's office machinery exports in '61 were sold to 140 nations. In Europe alone, DM 400 million worth was sold, and as the exchange of goods between European countries increases, office machinery exports will rise in proportion. Those to Euromarket already show important gains now that the remaining quantitative restrictions have been removed and intra-EEC tariffs cut, even ahead of the original schedule. As a result, the share of Euromarket countries in Germany's total office machinery exports rose to 31% in '61 from 28% in '60.

One result of this Euromarket growth is that France replaced the USA as the leading importer of German office machinery in '61, though only by a very small margin—in spite of the fact that German office machinery exports to the USA rose still further from their already high level, to DM 70 million in '61, or 18% above '60.

German import market

The increasing capacity of Germany's domestic market to buy office machinery brought annual office machinery imports to DM 440 million in '61. This includes machine components, for assembly and final finishing in Germany. The proportion of this class of imports in the total has been increasing steadily, accounting for as much as 37% in '61, and was largely responsible for the strong rise in German imports particularly of US and French office machinery. As before, chief import lines were punch card machines and electronic data processing equipment; together with spare parts and accessories, they accounted for 80% of the DM 440 million import total.

USA chief supplier

USA's position as Germany's leading foreign supplier in this field was strengthened in '61 when US office machinery exports to Germany rose to DM 140 million or nearly 80% above '60. This rise was chiefly in machine components for assembly and final finishing in Germany; these accounted for about 40% or DM 56 million of the US exports to Germany. Within this contingent, nearly 60% is punch card machinery and electronic data processing equipment, including spare parts and accessories.

Reprinted from: *Commerce in Germany*, Oct. 1962.

Steel leads record investment level in ECSC industry

Coal industry investment stays below averages of the 1950's

Total investment in the European Coal and Steel Community (ECSC) industries rose to an all-time high of $1.5 billion in 1961, and investment is expected to increase by almost 30% to almost $2 billion in 1962. One and one-half billion will be invested in steel industries alone, according to the U.S. Mission in Luxembourg to the European Communities.

While the total 1961 amount invested in Community coal industries was slightly greater than 1960, it was less than the annual average for the 1954-60 period. The 1961 increase was due to a significant rise in mine power stations rather than to investments in coal mines proper, which remained constant.

A major decline in coal industry investments took place in coking plants, where average 1961 investment was 86 cents per ton of coke produced, compared to the 1952-60 average of $1.30 per ton.

Investments of $49 million in iron-ore mines were the highest since 1957 when they reached $50 million. Such investments are expected to rise to about $62 million in 1962, but are expected to decline gradually thereafter.

Investments in steel making in 1961 and those planned for 1962 are the highest on record, particularly in the pig iron and rolled steel production sectors. Investments in pig iron were $217 million while investments in rolled steel production totaled $532 million. Rolled steel investment is expected to rise to $716 million in 1962, with about $140 million invested in the North Rhine-Westphalia area of Germany alone.

Production capacity for Community steel mills may reach 99 million tons by 1965, to be distributed as follows: 36% in basic Bessemer; 31% in open hearth; 11% in electric furnace; and 22% in pure oxygen process.

ITALIAN AUTO INDUSTRY UP

The 1962 January-September output of the Italian automotive industry was 22% above 1961.

Hurley learns about a dream coming true

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

New York, N.Y.—In a space age fantasy of glass and steel, soon to rise on the shores of Manhattan's Hudson River in the heartland of the piers, docks and quays of this country's largest border town, will be an international trade center. Its mission —to speed the wares of long time exporters to other lands and to put lights in the corridor for those American firms about to broaden their sales into international business.

This imaginative center, a development of the Port of New York Authority, which will be a community of 70,000 people engaged in world trade, will take the form of a complex of buildings in which everything will be done for an exporter except to box his shipments.

Richard Sullivan, the director of the project, invited us to learn more about it by attending the reception of the Port Authority during the recent National Foreign Trade Council Convention.

And, since the Port of New York just doesn't feel comfortable without crushing crowds, the reception was hilariously jam-packed with some exporters and, maybe, the Ranger and Yankee fan clubs. The party was as homey as a traffic tie up in the Lincoln Tunnel.

"It will be twice as big as the Merchandise Mart in Chicago," Sullivan told us as he pointed to a magnificent sketch of this quarter-billion dollar hearthside for exporters. "It will be nine million square feet. I think that it is bigger than the Pentagon. It will have three separate buildings and one of them at least is going to be 72 stories."

"It will be the only every day permanent trade fair anywhere. Foreign business visitors will go there first. Besides this, it won't cost the taxpayers a cent and will make money."

The New York Port Authority is a well executed, two-state operated affair (it includes New Jersey), that issues its own bonds, pays its own way and uses its own funds to promote its facilities among world traders, which include a half dozen offices in this country as well as in Zurich, London, Rio, and San Juan, the operation of the world's largest docks, some very major airports like Idlewild and LaGuardia, besides the connecting tunnels and tubes for automobiles that run under the rivers.

The concept of the world trade center came from the visionary mind of David Rockefeller, whose family may not have yet decided to enter the space race, but whose collective imaginations and funds have spectacularly set a tone and a pace for the Twentieth Century in the appreciation of arts and humanities as well as in politics, banking and business.

Rockefeller's notions were to have a well landscaped integrated set of buildings a la Radio City, on 13 acres of land in downtown lower Manhattan where he is the head of the Improvement Association, to be a show case for international trade.

There will be glittering exhibits of products and spanking new modern office space for companies doing international business, headquarters for all the foreign consulates and working areas for shipping companies, freight forwarders, branches of international banks and such kindred services.

Sullivan, who is as anxious as an Apache on the war path, is a frostily practical but enthusiastic salesman, who incidentally did a turn on loan to the State Department at the Brussels Fair. He fairly bubbles over when he talks about his new project.

"It will be for world trade what the U.N. Building is for world unity," Sullivan tells us. "In our field it's what Lincoln Center is to the performing arts."

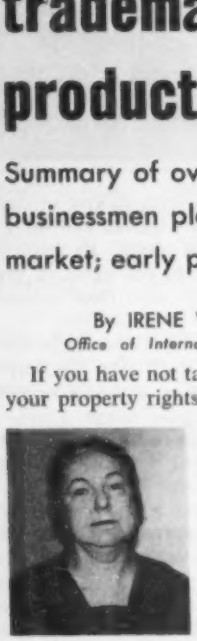
Sullivan and his architects are only half kidding when they say it's the greatest building project since the Cheops pyramid. The dream is bigger already.

Failure to protect patents, trademarks before selling products abroad is costly

Summary of overseas patent laws published as guide to businessmen planning to offer product on international market; early patent application can save money

By IRENE V. WRIGHT
Office of International Investment

If you have not taken action to protect your property rights by obtaining patents and trademarks in foreign countries prior to selling your product therein, you may find that you have lost money and property that may never be regained.



IRENE V. WRIGHT

The Commerce Department's Industrial Property Rights operation is constantly reminded of this by letters from businessmen asking for assistance in the protection of their rights in foreign countries. Many times these requests come too late.

By the time an inventor or owner of a patent decides to go into a foreign market it is often too late to obtain patent protection in that country. Many countries have a provision in their laws that a patent may not be applied for after the publication of the invention there or in any other country.

Some countries provide that publication or public use anywhere prior to filing the application will be a bar to novelty. Even a foreign application neither printed nor published, but only laid open to public inspection in a single copy somewhere abroad, may be detrimental to novelty. In some countries publication even by word of mouth may be detrimental.

There are some few countries where confirmation or importation patents may be obtained after the issuance of a patent in the home country if the invention has not become known in that particular country. However, as a general rule, you should apply for a patent in any country where you intend to market your invention or enter into a licensing arrangement or joint venture during the period it is pending in the U.S. Patent Office and before its issuance here. When the U.S. patent is issued the specification becomes a public document which anyone may see or purchase a copy. The product may be manufactured in any other country with no compensation to the inventor or owner of the patent.

A summary of the patent novelty requirements in most countries is appended to this article.

The International Convention for the Protection of Industrial Property (Union of Paris of 1883, as revised most recently in Lisbon in 1958) provides for a period of priority of 1 year for nationals of member countries from the date of *application* for a patent in any member country. This means, for example, that an applicant filing for a patent in the United States on November 1, 1962, will have the advantage of this filing date in any other member country if he files an application there any time prior to November 1, 1963. The members of this convention include every industrialized country of the free world and a few in the Soviet Bloc.

The situation with trademarks is different. They may usually be registered at any time so long as they are not confusingly similar to marks already registered in the particular country.

Most countries, contrary to the U.S. law, do not base registration of trademarks on actual use of the mark in trade and in many countries it is not even necessary to engage in any business in which the mark may be used. Registration is in this case the only criterion of ownership unless it can be shown that fraud was involved in obtaining the registration.

Therefore, anyone shipping trademarked goods to any foreign country should register his mark there prior to the first shipment. This rule also applies in connection with licensing arrangements. The mark should always be registered in the name of the American firm and not in the name of the foreign agent or distributor.

The Department has received many requests for assistance from American firms where either the mark has not been registered or where it has been registered in the name of the foreign agent or distributor. If the mark has not been registered and some dissension arises between the American firm and the agent, the agent may file for and obtain registration and thereby prevent shipment of the trademarked goods into the country. In cases of this kind the goods may even be confiscated. When the mark is registered in the name of the foreign agent it is usually not possible for the American firm to continue using the trademark if for any reason they decide to change agents.

Complete texts of the patent and trademark laws of most countries are available on loan from the Office of International Investment, Bureau of International Commerce, U.S. Department of Commerce. In some instances where the texts of the laws are not available, helpful information may be obtained from the Bureau.

Information concerning industrial property protection in foreign countries may be obtained in published form for more than 30 countries. This information was issued in Part 2 of the Department's "World Trade Information Service" under the title of "Patent and Trademark Regulations of (name of country)." Copies are available through the Department's 34 Field Offices.

While the Department of Commerce is generally able to furnish the laws and regulations pertaining to patents and trademarks, it is not in a position to advise on step-by-step procedures in obtaining industrial property rights abroad,

about the author

Miss Wright is a native of Michigan and received her law degree from National University Law School in Washington. She came to the Department of Commerce in 1951 and has worked on Industrial Property Protection since 1954.

nor does it maintain data on fees, taxes, and other costs incident to obtaining or maintaining such rights.

A person interested in protecting industrial property should consult his lawyer. The latter should be able to obtain all necessary information and advise on the procedures which should be followed.

A list of attorneys at law, indicating their specialties, if any, is available for any specific country from the Commercial Intelligence Division, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

Europe

ALBANIA—The patent law requires international novelty; thus any publication or prior use in Albania or abroad, by which the invention is made known to the public, is detrimental.

AUSTRIA—The patent must not be described in printed publications anywhere.

BELGIUM—Novelty is destroyed by any prior printed home or foreign publication, or commercial use by third parties in Belgium or prior patenting (whether the prior patent is published or not). Patents of importation are not invalidated by the prior grant or by official publication of the patentee's corresponding patents.

BULGARIA—Application for a patent should be made before the invention has been published or become known in Bulgaria or abroad.

CZECHOSLOVAKIA—Application must be made before the invention has been published or so publicly used or exhibited anywhere that use of the same by person skilled in the art is possible, and, hence, before the issuance of any other patent for the same invention.

DENMARK—Inventions must not be described in Denmark or abroad in a printed document accessible to the public and must not be publicly used in Denmark.

FINLAND—Inventions must not be described or shown in writings, publications or illustrations generally accessible anywhere; not publicly disclosed (used, shown, exhibited, described in public lectures, etc.) in Finland; not disclosed in a Finnish patent application laid open to public inspection; not disclosed in a foreign patent.

FRANCE—Application should be filed before the invention has received sufficient publicity, either in France or abroad, to enable it to be put into practice. The official publications of corresponding patent applications (whether in print or in any other form) are detrimental to novelty. The time of filing in France is exactly indicated by the hour and minute and the difference in time between the various countries is taken into account in considering novelty.

GERMANY, FEDERAL REPUBLIC OF—Inventions should not be publicly used in Germany and not described in printed publications of the last hundred years. With respect to applications filed after August 7th, 1953, patent applications (whether national or foreign) laid open to public inspection anywhere and registered utility designs, even though only typewritten, are considered equivalent to printed documents, thus being detrimental to novelty. Publication or public use within 6 months prior to filing is not considered if based on the invention of the applicant or his legal predecessor.

GREAT BRITAIN—The invention must not be disclosed in the United Kingdom in a British or foreign patent specification, available to the public in Great Britain before the date of application and not more than 50 years old (or any official abridgement of such specification), and no other public disclosure (even to a few persons) in the United Kingdom by prior public use, publication by word of mouth, journals, etc. and not secretly used in the U. K. for profit. There are a few exceptions to this rule.

GREECE—There must be no public knowledge or publication within the country sufficient to enable an expert to put the invention into practice.

HUNGARY—Application should be made before the invention has been made so known by publication or working that it can be used by persons skilled in the art. Such publication or working, however, is not a bar to a valid patent, if it took place more than one hundred years before the date of the application.

IRELAND—Patents will not be granted if there has been public prior use within the Republic of Ireland or publication in a specification (complete or provisional followed by complete) of a British patent application filed in the period commencing 50 years before the filing date of the Irish application and ending on October 1st, 1927; and not known to the public by any other document published in the Republic of Ireland or, before its foundation, in the former United Kingdom.

ITALY—Application should be filed before the invention is published or publicly known anywhere in sufficient detail to enable it to be put into practice by third parties.

LUXEMBOURG—Application should be made before the invention has been so described in public prints, or so publicly worked, either in Luxembourg or elsewhere, as to enable experts to work it.

NETHERLANDS—An application should be filed before the invention has received sufficient publicity in the Netherlands or elsewhere to enable an expert to manufacture the article or carry out the process. Even a foreign application neither printed nor published, but only laid open to public inspection somewhere abroad, is detrimental to novelty.

NORWAY—An application should be filed before the invention has been so described in generally accessible publications in any country, or so publicly used or exhibited in Norway that use of the same by persons skilled in the art is possible.

POLAND—Application should be filed before the invention has been published anywhere, used within the territories incorporated in Poland, or exposed publicly in Poland in so clear a manner that it would be possible for a person skilled in the art to use it in industry.

PORTUGAL—Application for a patent should be made before the invention has been divulged in Portugal or abroad in such a way that it can be understood and exploited by those skilled in the art, or has fallen into the public domain in any manner.

RUMANIA—Application should be made before the invention has been used, worked or exploited in Rumania and before printed, published or patented anywhere.

SPAIN—Applications for patents of invention should be made before the invention has been published or before it has been utilized either in Spain or abroad, or 50 years must have elapsed since the invention has been used. Relative novelty only is required for patents of importation, namely that, although known or protected abroad, they have not been disclosed or worked in Spain.

SWEDEN—Application should be made before the invention has been described in any printed publication which is accessible to the public, or so openly put into practice as to enable any expert, through the information obtained thereby, to carry out the invention.

SWITZERLAND—Application should be made before the invention has been made publicly known in Switzerland and not disclosed anywhere in published writings or drawings to such extent as to enable an expert to put the invention into practice. In this respect "published" means: made accessible to the public in any way whatsoever, even if by being laid open to inspection anywhere in one single copy. The term "writings" includes any document, note or comment, whether printed, typewritten, heliographed or manuscript (be it written in full or even in shorthand) in any language. Thus a single description written by hand and laid open anywhere abroad would be considered detrimental to novelty.

UNION OF SOVIET SOCIALIST REPUBLICS—An application for a Certificate of Authorship or a Patent for an invention is examined for substantial novelty and usefulness. The application should be filed prior to such publication or making known in the Soviet Union or abroad as would make it possible to carry out the invention except: (a) If the application is filed within 4 months of the date on which the act or report of introduction of the invention was signed or published, or from the date of a research report or a report of results of an inventors' competition. (b) If the application is filed within 1 year of publication of the invention in the press or used by some enterprise without the inventors' knowledge.

YUGOSLAVIA—Application must be made before the invention has been published in print or by reproduction anywhere; and before it was used, placed on sale, or exhibited in the country in a public manner.

Latin America

ARGENTINA—Inventions patented abroad can during the whole life of the foreign patent be patented in Argentina by revalidation patent, provided the invention has not been effectively worked in Argentina (i.e. not worked either by applicant himself or by others before filing of the revalidation application and not worked by third parties even between filing and grant of the revalidation patent).

BAHAMAS—The patent should not be published or publicly used in the Colony and should not be known to others in the colony; however, the issuance of a corresponding patent in applicant's home country is not a bar to the grant of a valid patent in the Colony.

BOLIVIA—All foreign patents can be confirmed during the whole life of the foreign patent; however, the life of the confirmation patent cannot exceed 15 years.

BRAZIL—Application must be filed before the

invention has been deposited, patented, or publicly used, or described in publications abroad more than one year before filing in Brazil. Disclosure of an invention to scientific societies, etc. or at expositions, will not invalidate if application for patent is filed within 12 months from such disclosure.

CHILE—A foreign patent can be confirmed in Chile at any time, provided that it is still in force and the invention has not yet become commercially known in Chile.

COLOMBIA—Inventors who have obtained patents for their inventions abroad may obtain patents in Colombia provided their inventions have not become common property in Colombia.

COSTA RICA—For a confirmation patent the publication of the corresponding foreign patent is not a bar, provided there has been no public use in Costa Rica prior to the filing.

CUBA—For confirmation patents or patents of introduction the invention must not have been worked in Cuba.

DOMINICAN REPUBLIC—Foreign patents can be confirmed at any time, provided the invention has not been commercially used in the Republic.

ECUADOR—Applications for patents of invention should be filed before the invention has been published or put into practical use in Ecuador. Applications for patents of importation should be made before the machinery or new method of manufacture or industry is known in the Republic, as such patents are awarded for the introduction into Ecuador.

EL SALVADOR—A patent can be applied for in El Salavador after the grant of a corresponding foreign patent if no other publication took place (except publication through national or international expositions). The duration of such El Salvador patent is not dependent on the duration of the basic home patent.

GUATEMALA—Patents will not be granted for inventions already known in the country or abroad, and used wholly or in part in some industry. Inventions which have already become known abroad by official Patent Office publications can be protected in Guatemala by a patent of importation, if not known in Guatemala and provided the foreign patent is still in force.

HAITI—Application should be made within one year from the date on which the invention was first published or on sale or publicly used, or at any time within one year from the date of grant of the first foreign patent.

HONDURAS—Patents of importation may be obtained during the life of the foreign patent if the invention has not been publicly used in Honduras.

MEXICO—Novelty is not removed where the applicant first applies for a Mexican patent within one year after the first publication of the invention or the first beginning of the working of the same. In Convention cases, no publication or working may have taken place more than 6 months before the priority date. Residents of countries granting reciprocity in this respect may obtain a valid Mexican patent on an application filed within 6 months of the publication of their first foreign patent. Where the first publication of the invention was at a public exposition patent may be applied for within 4 months after the closing of the exposition, provided that description and drawings were filed before the exhibition.

NICARAGUA—The invention must be unused in the country and unknown to the public. Publication or public use within the country is a bar; outside the country it is not. In respect of inventions made abroad, applications must be filed before they become known in Nicaragua.

PANAMA—Application should be filed before the invention has become known in Panama. Inventions patented elsewhere may be patented in Panama at any time during the life of the foreign patent, provided the invention has not become known in Panama.

PARAGUAY—Publication by foreign patent offices within a year prior to the date of application in Paraguay does not form a bar to the grant of a patent. Consequently, any foreign patent may be confirmed within one year from the date of official publications of the same.

PERU—Official publications consequent upon the grant of a corresponding foreign patent in the same name do not constitute a bar to the required novelty. Confirmation of foreign patents may be applied for at any time during the existence of the foreign patent. The Peruvian patent should be based, however, on the first foreign patent.

URUGUAY—Revalidation patents must be based on the first foreign patent to be granted, and may be applied for within three years of the date of grant of said foreign patent, provided that the invention has not been effectively worked in Uruguay before the date of application.

VENEZUELA—Inventions, improvements and industrial models or designs, patented in a foreign country can be patented in Venezuela either by means of a patent of revalidation (applied for by the owner of the foreign patent or his successor in right) or by means of a patent of introduction, provided (in both cases), that the same are not already known to the public in Venezuela.

Africa

ALGERIA—The French law applies.

ANGOLA—The Portuguese law applies.

BASUTOLAND—Application may be made at any time during the life of a Union of South African patent.

BECHUANALAND—Application may be made at any time during the life of a Union of South African patent.

BURUNDI—No information is available.

CAMEROON—It is presumed that the French law governs.

CENTRAL AFRICAN REPUBLIC—It is presumed that the French law governs.

CHAD—It is presumed that the French law governs.

CONGO, REPUBLIC OF—It is presumed that the French law governs.

CONGO, REPUBLIC OF THE—It is presumed that the Belgian law governs.

DAHOMEY—It is presumed that the French law governs.

ERITREA—The Italian law governs until new legislation is enacted.

ETHIOPIA—There is no patent law and no protection.

FRENCH SOMALILAND—No information is available; however, it is presumed that the French laws still prevail.

GABON—It is presumed that the French law governs.

GHANA—The application should be filed within three years from the issue of the British patent.

GUINEA—It is presumed that the French law governs.

IVORY COAST—It is presumed that the French law governs.

KENYA—The application should be filed within three years from the date of the British patent.

LIBERIA—Application should be filed before the invention has been known or used by others, or described in a book or other publication, in the country.

LIBYA—Application should be made before the invention has been made so known by publication or use in Libya that it can be used by persons skilled in the art. Under the provisions for reciprocity, application may be filed within twelve months after filing in a foreign country.

MALAGASY REPUBLIC—The French laws do not apply and no new patent legislation has been enacted. Applications have been held pending a new law.

MALI—No information is available.

MAURITANIA—It is presumed that the French law governs.

MOROCCO—Applications should be made before the invention has received sufficient publicity in Morocco or abroad to enable it to be put into practice.

MOZAMBIQUE—The Portuguese law applies.

NIGER—It is presumed that the French law governs.

NIGERIA—Application must be made within three years from date of issue of corresponding British patent.

RHODESIA AND NYASALAND, FEDERATION OF—Application should be filed before the invention has been patented or described in any printed publication in the Federation, or any foreign country; or before it has been publicly used or on sale in the Federation of any foreign country for more than two years.

RWANDA—No information is available.

SENEGAL—It is presumed that the French law governs.

SIERRA LEONE—Application must be made within three years from issue of the basic U. K. patent.

SOMALI REPUBLIC—Northern Region (former British Somaliland) Application must be made within three years from issue of the U. K. patent.
Southern Region (former Somalia) Application should be made before the invention is publicly known in any country.

SOUTH AFRICA, REPUBLIC OF—Application must be filed prior to (a) knowledge, use or working in the Republic, (b) publication in a prior Republic specification or any publication available to the public and bearing a date or published less than 50 years prior to the date of the application in question, or (c) inclusion in a complete Republic specification which, though not available for public inspection, was deposited pursuant to an application having a prior date to the application in question.

SOUTH WEST AFRICA—Application must be filed before the invention is known or used by others in the Mandated Territory of South West Africa and before it has been on sale for more than 2 years previously elsewhere.

SPANISH SAHARA—The law of Spain applies.

SUDAN—There is no patent law in the Sudan.

SWAZILAND—Application may be made at any time during the life of a South African Republic patent.

TANGANYIKA—Application for confirmation of a British patent may be made within 3

years from date of grant of the British patent.

TOGO—It is presumed that the French law applies.

TUNISIA—Application should be filed before the invention has been published or publicly used, or has otherwise received sufficient publicity to allow its being put into practice, either in Tunisia or in any other country.

UGANDA—Application must be filed within 3 years of the date of the British patent.

UNITED ARAB REPUBLIC—Application should be filed before the invention has been publicly used or published in Egypt within the past 50 years before the application to such an extent as to enable the invention to be carried out by an expert; not patented or caused to be patented by a third party within the 50 years next preceding the application.

UPPER VOLTA—The French law applies.

ZANZIBAR—Patents granted in Great Britain may be registered in Zanzibar, provided application is made within three years from date of issue. However, the registration in Zanzibar can be invalidated by manufacture, use or sale in Zanzibar before the priority date of the British patent.

Near East, Asia, Australasia

AFGHANISTAN—There is no patent law in Afghanistan.

AUSTRALIA—Application should be filed before the invention has been described in books or other printed publications published in Australia, or before the invention is otherwise in possession of the public. A prior application, patent, or description of the invention, made, granted, or published more than fifty years prior to the filing of an application for a patent, will not bar the granting of a patent or affect the validity of the patent, unless the invention has been used in Australia within fifty years of the date of acceptance of the application.

BURMA—The Indian Patents and Designs Act of 1911 continues to operate in Burma.

CAMBODIA—The French Patent Act of 1844 applies.

CEYLON—Application should be filed before the invention has been publicly used or published in Ceylon. Application for registration of a British patent, however, may be filed at any time during the life of the British patent.

CYPRUS—Application must be made within 3 years from the date of sealing the corresponding British patent.

INDIA—Application should be made before the invention has been publicly used or made publicly known in any part of India. Application, however, may be filed within 12 months, claiming priority, from the date of filing the earliest application for Australian, British, Canadian, Ceylonese, Irish, New Zealand, Pakistan or Union of South African patent and a valid patent obtained. With regard to application based on Canadian applications only Canadian nationals may claim priority.

INDONESIA—Application should be filed before publication or prior use anywhere whereby the invention is sufficiently publicly known to be put into practice by an expert.

IRAN—Application should be made before the invention has been used or has received sufficient publicity, either in Iran or abroad, to enable it to be put into practice. Foreign patents, however, can always be confirmed for the unexpired term of such patents by a patent of importation.

IRAQ—Lack of novelty is generally a ground for revocation, but no definition of novelty is given by the law. It is assumed that the French conception of novelty (i.e. not known either in the country or abroad) obtains. Patents of importation may be obtained at any time during the term of the foreign patent.

ISRAEL—Application should be filed before publication or public prior use in Israel; however, no patent shall be considered invalid because of prior publication when the publication was made without consent of the patentee, the subject matter of which had been derived from him and application was filed as soon as reasonably possible after he took cognizance of the publication.

JAPAN—Application should be filed before the invention has been publicly known or used in Japan, or before the invention has been described in publications distributed in Japan or foreign countries. Where an invention has become known owing to the fact that the person entitled to obtain a patent conducted an experimentation, introduced in a publication, or presented in writing to a study meeting held by a scientific organization designated by the Director-General of the Patent Office, a patent application may still be filed within 6 months from the date such invention became publicly known. The same applies where the invention has become known in contravention of the will of the person entitled to the patent or when the invention was displayed at any public or publicly authorized exhibition held in any Convention country or at an international exhibition held in any other country and designated by the Director-General of the Patent Office.

JORDAN—An application should be filed before publication, public use, or sale of the invention within the Kingdom.

KOREA—Application should be filed before the invention has been publicly known or used in Korea, or before the invention has been described in publications distributed in Korea to such an extent that the invention can easily be put into practice.

LAOS—The French Patent Act of 1844 is still in force.

LEBANON—Application should be filed before an invention has been used or published either in Lebanon or abroad so as to permit of its execution.

MALAYA, FEDERATION OF—The invention may not be used or published within the Federation before the date of the corresponding U. K. patent (i.e. the date of filing of the complete specification of such patent). Application for the registration of the patent in the Federation must be made within 3 years from the date of sealing of the corresponding U. K. patent.

NEPAL—Application should be filed before the invention has been used or known in Nepal.

NEW ZEALAND—Application should be filed before publication in New Zealand, and before public manufacture, use or sale in New Zealand.

PAKISTAN—Application should be made before the invention has been publicly used or made publicly known in any part of Pakistan. Application, however, may be filed within 12 months, claiming priority, from the date of filing of the earliest applications for British, Canadian, Ceylon, Union of South African, Australian, New Zealand, or Indian patents and a valid patent obtained, provided the the invention was not publicly used or known in Pakistan before the priority date claimed. With regard to applications based on Canadian applications only Canadian nationals may claim priority.

PHILIPPINES—It is required that the invention shall not have been known or used by others in the Philippines before applicant's invention or discovery thereof; shall not have been patented or described in any printed publication in the Philippines or any foreign country more than 1 year prior to applicant's application; shall not have been in public use or on sale in the Philippines for more than 1 year prior to applicant's application; and shall not be the subject matter of a validly issued patent granted on a prior application.

SAUDI ARABIA—There is no patent law in Saudi Arabia.

SYRIAN ARAB REPUBLIC—Application should be filed before an invention has been used or published either in Syria or abroad so as to permit of its execution.

TAIWAN—Application must be filed within 1 year of the filing of the earliest corresponding application in any foreign country, and must be filed before the invention has appeared in print or has been publicly used in Taiwan, provided that in the case of public use by reason of research or experiment, the application may be made within six months of its being first made public or used. An application cannot be filed after the invention has been secretly manufactured in large quantities for purposes other than experiment.

THAILAND—There is no patent law in Thailand but foreign patents can be registered.

TURKEY—Application should be made before the invention has received sufficient publicity anywhere to enable the same to be worked. Patents of importation may be obtained upon inventions which have been patented elsewhere, and where the application is based upon a prior foreign patent, provided there is no public use in Turkey prior to filing.

VIET-NAM—Application for a patent must be filed before the invention has received sufficient publicity in Viet-Nam or abroad to enable it to be put into practice.

YEMEN—There is no patent law.

Burma buys $10 million in U.S. farm products

Burma has agreed to buy over $10 million in U.S. surplus cotton and tobacco under Title I of Public Law 480.

The agreement calls for 60,000 bales of cotton valued at $9.1 million and 1.3 million tons of tobacco worth $1.15 million. Burma will also pay the ocean transportation costs, which amount to an estimated $420,000.

Proceeds from this sale, which will be paid for in Burmese kyats, will be used for loans and grants for economic developments.

Mission to Philippines pinpoints many ventures, license openings

Development of supermarkets, industrial parks, feed mill, fertilizer plant, plywood plant, sawmill cited

Production of hardware & plumbing fixtures, window frames, electrical products, fiber glass boats, switchgear, games & toys, concrete poles, brooms & brushes, rubber & plastic products proposed

A group of 23 investment opportunities are available for American business firms in the Philippines, the recent U.S. Trade Mission reports.

The Mission visited the Philippine Republic from October 8 through November 7 and found opportunities in food processing, beauty supplies, fertilizers, fabricated rubber products and many other commodities.

For the Mission's preliminary report, see the November 12 issue of INTERNATIONAL COMMERCE, p. 16.

Where an address is not furnished at the end of an opportunity, send inquiries to the Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington 25, D.C., mentioning the code number which appears in lieu of the address.

2023 Dairy products, slaughtering & meat packing, agricultural tools & equipment

A sugar planters' cooperative is seeking to diversify the activities of its members who reportedly have capital.

The cooperative seeks joint-venture arrangements with U.S. firms in the following fields: (1) Dairy products, as well as canned milk, to utilize land not suited to sugar, (2) beef cattle or pork operations and related slaughtering and meat packing including storage facilities, and (3) manufacture of tools and agricultural equipment.

Arangements would have to be negotiated with individual cooperative members.

Feasibility studies are planned but assistance by prospective U.S. partners is solicited. Code 3-2023-1.

2033 Canned fruits, vegetables, preserves, jams & jellies

A cannery wishes to obtain a licensing agreement to produce food products with U.S. labels.

Output consists of fish, macaroni and spaghetti, preserves and jellies.

California Manufacturing Co., Inc., Yakal & Malugay Sts., Makati, Rizal.

2033-2035 Preserves & pickles

A manufacturer and importer of preserves and pickles seeks a joint-venture arrangement with an American firm able to supply processing and canning equipment.

The firm is prepared to invest $25,000 to $30,000. Write Kayumanggi Enterprises, 518 Tennessee St., Malate, Manila.

2042 Feed mills, poultry equipment, animal vaccines, boxes & containers, soybean oil & meal

A large producer of poultry, interested primarily in developing Far Eastern markets, seeks business arrangements with American firms.

Joint-venture or licensing agreements, exclusive distribution or direct-importation arrangements are sought in the following fields:

1. Establishment of feed mills, including cost of machinery to produce 300 bags of feed per 8-hour day and importation of all ingredients needed to manufacture feeds. (Local ingredients utilized by other firms are corn, Ypil-ipil leaf as a substitute for alfalfa, oyster shell, corn gluten, flour meal byproducts, molasses, copra cake meal and rice bran. A good formula will need to be devised to make the product competitive on the Philippine market.

2. Manufacture of poultry equipment—the first of its kind in the Philippines. The firm manufactures incubators but wishes to make an improved product under license or joint-venture arrangement for export to Far Eastern markets.

3. Manufacture of livestock and poultry vaccine. This will include the establishment of complete laboratory equipment. Firm is interested in licensing or joint-venture arrangement with a U.S. manufacturer of veterinary products.

4. Manufacture of corrugated boxes and containers such as chick boxes, egg trays, egg cartons and meat product containers. The firm imports American poultry products and is interested in manufacturing these containers in order to re-export these poultry products to Far Eastern markets.

5. Manufacture of soybean oil and soybean oil meal through a chemical-solvent process. Firm is interested in importing from the U.S. the smallest sized machines needed to make these products. State cost c.i.f.

Code 3-2042-1.

2071 Candies

A candy dealer seeks a U.S. license to manufacture this product. The firm has access to pineapples, cocoa, coconut, peanuts and cashew nuts, and is prepared to invest $50,000 in plant and equipment.

Technical assistance will be needed to set up a plant. Code 3-2071-1.

2421 Saw mill, logging equipment, land & sea transportation

The holder of forest concessions and producer of lumber is interested in establishing a saw mill and a veneer or plywood plant.

Seeks a joint venture with American firm able to supply machinery and equipment.

The firm had also been active in land and sea transportation but because of lack of capital and obsolete equipment this operation closed.

The company seeks a joint-venture arrangement with an American firm to modernize its equipment. Code 3-2421-2.

2834 Drug & pharmaceutical products

A manufacturer and distributor of pharaceutical products—tablets, ointments, liquids and injectibles—seeks to manufacture pharmaceutical products under license from a U.S. firm with research facilities. Code 3-2834-1.

A manufacturer of drugs and pharmaceutical products seeks license arrangements with U.S. manufacturers to add to lines manufactured under Italian, Norwegian and German licenses. Write Lexal Laboratories, 2231 Espana, Manila.

2844 Perfumes, cosmetics & other toilet preparations

A producer and importer of drug equipment seeks a joint venture to make beauty supplies.

Associated Drugs, Inc., 2060 Rizal Ave., corner Tayabas St., Manila.

2871 Fertilizers
6551 Subdividers & developers

A project is now in its promotional stage to build a urea fertilizer plant.

American financial participation of about $60 million is sought.

The project management firm also wants to contact an American company that specializes in the development of industrial parks through joint ventures or direct investment.

Write to Philippine Investment Management Consultants, Inc., 300 Filoil Bldg., San Luis St. & Taft Ave. Manila.

3069 Fabricated rubber products

An established firm seeks a licensing arrangement with an American rubber shoe producer—particularly for technical know-how and the use of a well-known trade mark.

Production would be marketed in the Philippines only.

The company employs 250 persons and produces 2,500 pairs of rubber shoes daily.

It makes its own shoe laces, eyelets and adhesives. Code 3-3069-1.

3079 Miscellaneous plastic products

A manufacturer seeks a joint venture of know-how and equipment to produce industrial and decorative laminates.

It makes laminated panels and applies plastic laminates to plywood cabinets.

Write to Plastic Veneers, Inc., 731 Aurora Blvd., Quezon City.

A financial report and brochure on the company's activities are available on loan from the Office of International Investment, Department of Commerce, Washington 25, D.C.

3261 Vitreous china plumbing fixtures

A manufacturer, wholesaler and retailer of furniture and appliances is interested in a joint-venture arrangement with American firms to manufacture porcelain lavatories and toilet bowls, as well as other porcelain sanitary products. The business began in 1914 and now employs 100.

The firm states that it can invest up to $75,000 in this venture.

It also says that it has a project study prepared by a ceramics technologist, clay supply such as used in similar projects, and samples of porcelain ware prepared in laboratory.

There is no manufacture of porcelain sanitary ware in the Philippines now, the firm says. Code 3-3261-1.

3429 Hardware

Building contractor desires a joint venture to make hardware building fixtures—door knobs, hinges, door closers and stops. The American participant should be able to contribute technical know-how and machinery.

Market outlet and some local capital is available. Code 3-3429-1.

3442 Jalousie & awning-type windows, aluminum-frame

An importer of construction materials, and importer, exporter and wholesaler of general merchandise is interested in the manufacture of jalousie and awning-type windows using aluminum frames.

The firm seeks a joint-venture arrangement by which the American firm would supply machinery and technical experience to train Philippine personnel.

It is prepared to supply a financial statement to a prospective U.S. partner and will send its principal to the U.S to conduct negotiations. Code 3-3442-1.

3641 Electric lamps

A manufacturer and exporter of electric lamps is interested in a joint venture with an American firm in order to mechanize his manufacturing operation.

Write Moremci, 1202-1204 A. Mabini, Manila.

3679 Coils, condensers

A manufacturer of magneto, radio and TV coils, and an importer, wholesaler and distributor of general industrial equipment wishes to establish a licensing or joint-venture arrangement with a U.S. manufacturer of coils, condensers, and contact points able to supply know-how and possibly capital support.

The firm set up its coil-manufacturing activity in 1951, employs 14 workers and acts as subcontractor to local end-product makers.

Write Oriental Machineries Mfg. Co., 683 Evangelista, Manila.

3732 Fiber glass boats

● A large manufacturer of steel products and fiber glass boats is interested in producing fiber glass boats on a joint-venture basis with an American boat maker.

Materials would be imported from the U.S. with the expectation that manufactured boats would be sold on the U.S. and Philippine markets.

The firm produces 16-ft. fiber glass boats using molds purchased in the U.S., at the rate of one boat a day. Write to Marcelo Steel Corp., Northern Hills, Malabon, Rizal.

● Producer of plywood boats desires a licensing/joint-venture arrangement with a U.S. producer of fiber glass boats. A good market is said to exist for such items in the Philippines.

The company produces plywood boats, operates a marina, sells outboards and wishes to expand into production of larger craft.

It proposes to produce the hulls locally and to import molds, models and finishing material.

Company brochure and further details available on loan. Code 3-8911-1.

3941 Games & toys

Newly established firm without manufacturing facilities seeks licensing arrangement or joint venture to make U.S. toys to be marketed in the Philippines and elsewhere.

Mactan Development Corp., 354 Manalili St., Cebu City.

3981 Brooms & brushes, switchgear

A group of businessmen want to sponsor a nylon-bristle paintbrush factory in a joint venture with U.S. know-how and equipment. About $25,000 of local capital is available.

Such items are not produced now in the Philippines. Nylon bristles would have to be imported.

This same group also desires to establish a factory to produce switches and similar electric components of plastic in a joint venture with U.S. know-how and equipment.

Local financing is available. Mr. Justo Ortiz, President, Junior Chamber of the Philippines (Cebu Chapter), Jaycee Club House, Fuente Osemna St., Cebu City.

4911 Electric companies & systems

Company desires joint venture, with contributions of know-how, to produce hollow concrete poles under license for use as electric-transmission poles in utility service.

Local capital is available. Hijos de F. Escano, Inc., 350 D. Jakesalem, Cebu City.

5311 Supermarkets, department stores

A retailer in general merchandise, optical goods and drugs is interested in a joint venture with American firms to establish supermarkets and department stores. He possesses two locations, one of 6,000 square meters, and one of 1,500 square meters with a 3-story building.

The locations are valued at $75,000 and would be considered a part of the capitalization of the arrangement.

In return, the Philippine firm would require merchandise, groceries, textiles and gift items, with a credit line of 120-180 days. Code 3-5311-1.

Condenser winder, lacquer, varnish licenses wanted

Two German companies interested in expanding product lines

U.S. licenses are asked by 2 German firms to produce condenser-winding machines, lacquers and varnishes.

• A manufacturer of lacquers and varnishes seeks licensing arrangements with U.S. manufacturers of lacquers and varnishes of all kinds. He also wants to rent the machinery necessary to produce these items.

Interested U.S. firms may contact the Office of International Investment, Code 1042, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

• A manufacturer and exporter of coil-winding and other special machinery for the electric, radio, and cable industries seeks a licensing arrangement with a U.S. firm. He wishes to produce condenser-winding machines to be used in the radio industry.

The firm states that its plant is equipped with all the necessary machine tools and that it has almost no competition.

The firm also operates a branch in Turin, Italy.

Write to Blume & Redecker, GmbH, Rotermundstr. 28, Hanover, Germany.

Frozen food, automated farm machinery production asked in the Netherlands

Two companies want licensing, joint-venture arrangements

Two Dutch firms are looking for U.S. licensing or joint-venture arrangements in the farm machinery or food freezing lines.

• An importer, exporter and wholesaler of various raw materials and chemical and food products is interested in entering into a joint venture agreement with an American firm to produce deep-frozen processed foods for sale to restaurants, institutions and hospitals.

The firm estimates that the initial investment would amount to about $110,000. It would be willing to contribute from $18,000 to $37,000 of this amount.

The firm is especially interested in American know-how in marketing and selling.

Write to FILENCO Handelsonderneming C.V., 165 Valeruisstr., Amsterdam, Netherlands.

• A manufacturer of haymaking machines, and importer, wholesaler, retailer and exporter of agricultural, horticultural implements and feeding machines seeks a licensing arrangement with U.S. manufacturers of agricultural and cattle farm machinery and equipment — especially those designed for farm automation.

Write to Handels—en Industrie Maatschappij Franken NV, 2 M.A. de Ruijterlaan, Goes, Netherlands.

License arrangements open in Sweden

Firms seek or offer licenses for electronic products, radar, architectural filing cabinets, new thread-riveting process

Three Swedish firms offer or seek licenses for a number of products.

Licenses are offered for electronic products, a newly developed method of thread riveting and for steel filing cabinets to hold architectural drawings.

Licenses are sought for field telephones, radar and industrial electronic products.

Filing cabinets. A manufacturer of steel filing cabinets for architectural and other drawings seeks a U.S. licensee to manufacture a newly developed steel cabinet.

Swedish and U.S. patents are pending, the firm says.

Additional information is available from the Office of International Investment, Code 1043, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Thread riveting. A manufacturer, exporter and wholesaler of visible record systems and prong binders, who is also an importer and sales agent of electric insulating material and plastic specialties, offers rights for a new method of thread riveting to U.S. firms.

This method was recently patented in the U.S. and involves a procedure whereby metal plates can be joined by screws without any threading of the screw holes. This may be said to resemble screw riveting by which conical holes are first punched into the screw-receiving plate and forced by radial pressure to grip into the screw threads.

The procedure is claimed to be extremely timesaving in that it eliminates the need to thread the screw-receiving holes. The firm believes a screw manufacturer might be a suitable licensee since he could offer the method to his customers and at the same time supply the necessary screws.

A copy of the patent drawing and further information concerning the Swedish firm can be obtained from the Office of International Investment, Code 1045, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Field telephones, electronic products. An industrial enterprise specializing in the development and manufacture of a variety of electronic products such as telephone transmission equipment, telegraph and teleprinter networks, electro-acoustical aids, measuring and special apparatus, wire broadcasting, marine radio communication, radio beacons, and pulse and microwave systems seeks license rights to manufacture field telephones developed for U.S. Army use. The firm says that the Swedish Army is interested in this product.

The firm is also interested in obtaining license rights for special military radar equipment, anti-jamming devices and industrial electronic products.

The firm also wants to license any or all of its products for manufacture in the United States. Descriptive literature is available, on a loan basis, from the Office of International Investment, Code 1044, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Industrial handtool output wanted by British company

A British firm that manufactures tools for U.S. and British companies seeks to manufacture either under U.S. license or on a contract basis all types of handtools applicable to the engineering and automotive industries.

It also is interested in machine-tool equipment such as vises, roller boxes, slide tools, taps and dies and drop-forged handtools.

The firm says that products are to be distributed in the U.S. and Europe, or elsewhere.

It has 6,000 sq. ft. of new floor space with room for expansion. Facilities include lathes, milling machines, grinders and shaping and drilling machines, it reports.

Write to Hill & Co. (Tools) Ltd., Brampton Trading Estate, Hampden Park, Eastbourne, Sussex, Great Britain.

Chile firm wants to make rubber, plastic goods

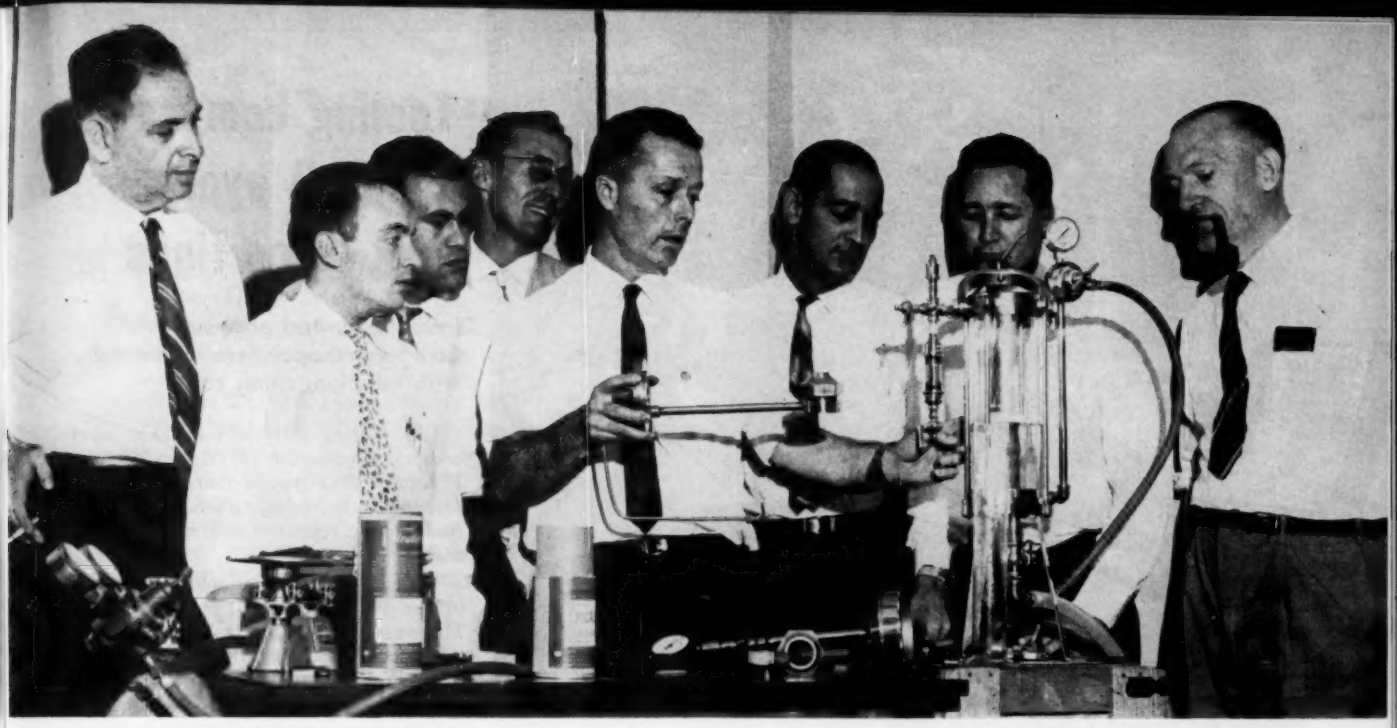
A Chilean manufacturer of rubber and plastic goods seeks a licensing arrangement with an American manufacturer of comparable products.

The firm's line consists of inflatable mattresses, cushions, life belts, beach bags and various types of latex and plastic toys.

Address inquiries to the Office of International Investment, Code 2-3069-3, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

SUDAN TO HAVE NEW BRIDGE

Contract for construction of the Nile River span between Omdurman and Shambat in Sudan was awarded to Impresa Costruzioni Generali Ing. Recchi of Turin. The 1,050 meter (3,444 foot) reinforced concrete bridge reportedly will cost 2.7 million Sudanese pounds.



WHICH FILTER AID? Chief chemist of Dicalite demonstrates use of laboratory scale filter equipment as an aid in selecting the optimum filter aid in correct dosages. About 700 pounds of special laboratory apparatus and bulletins were carried in the "flying seminars" plane bound for Latin America.

U.S. company experiments in 'flying seminars' as long-range sales stimulant

Firm sends airborne technical group to various sections of Latin America to demonstrate its products and to gain knowledge of industrial, commercial problems of the area

A significant experiment in business relations as a spur to export expansion was conducted recently in Latin America by a U.S. firm which held a series of "flying seminars" on filtration methods and problems.

Circling Latin America in a 3-week period, a staff of technical specialists of the Dicalite Department, Great Lakes Carbon Corp., and several guest experts met with more than 400 brewers, sugar refiners, and food and chemical processors from nearly every country in Central and South America. Interested faculty members from Latin American universities and some local agents of Latin American and U.S. filter equipment manufacturers also attended.

Traveling aboard the company plane, the Dicalite group covered over 20,000 miles and stopped in 22 cities of 12 of the 20 Latin American countries.

The four seminars were held in Mexico City, Caracas, Buenos Aires, and Sao Paulo. Basically of an educational nature, they were designed to improve the long-range prospects for sale of the company's products. The company, which produces perlite and diatomite filter aids, feels that with the additional background gained through these seminars more complete technical service to users of filtration processes can be rendered.

The company believes also that in bringing to the attention of businessmen in Latin America the many types of industrial equipment which are applicable to the filtration industry and which are manufactured in the United States, U.S. exports of this machinery may increase.

An immediate indication of the interest aroused is the number of requests for literature which was distributed during the seminars. Some 80 varieties of filtration equipment catalogs and brochures gathered from 27 major U.S. filter equipment manufacturers were available at the meetings. According to Charles W. Jones, export manager, more than 4,000 copies of these bulletins and brochures have been requested.

Talks translated

Presentation of five technical papers was an important part of the program. Although the papers were presented in English, complete Spanish and Portuguese translations were available. Small test filters and 35-mm. slides were used to demonstrate filtration techniques discussed in the talks.

At each seminar, separate round table discussions were held for the brewing and sugar industries and for those interested in general filtration techniques. Company personnel and their agents met privately with users and potential users

CATALOGS, BROCHURES: Some 80 varieties of technical bulletins provided by U.S. filter equipment manufacturers were displayed at the experimental seminar sessions; over 4,000 copies have been requested.

of filter aids to discuss specific filtration problems.

The basic objectives of this program, as outlined by D. L. Marlett, Great Lakes Carbon vice president and general manager of Dicalite, were to review with users and potential users of filtration processes the basic principles of filter-aid performance and application; to demonstrate and discuss the techniques which involve filtration generally; to enable the company to become more thoroughly aware of industrial and commercial (as well as filtration) situations in Latin American plants; and to promote friendship.

Training sessions held

In special sessions, company sales agents in Latin America learned the latest developments in test procedures and actually ran filtration tests. U.S. Embassy officials in the countries where the seminars were held assisted in arranging entry of laboratory equipment used in the demonstrations.

According to Mr. Jones, a program has been initiated to supply each sales agent with these portable test units which can be moved directly to industrial plants. With this test equipment, actual tests can be made during production runs on industrial plants' own process material, to determine which filter aid is best for a particular purpose.

To accommodate filtration process users too far distant from the cities in which the four major seminars were held, assistant export manager William F. Peden remained in South America where in seven additional cities he presented a review of the material given at the formal seminars.

"In our opinion," said Mr. Marlett in commenting on the success of the seminars, "too many U.S. companies incline to deal with Latin American countries in a subordinating manner. Admittedly, many of these countries have political, social and economic problems which are not a normal part of the experience of U.S. industry. But if we are to expand U.S. business, then we must come to understand these problems from the point of view of those who experience them and adjust our operations to best serve the long range advantage of these Latin American countries—particularly as these advantages are spelled out in the Alliance for Progress and by the Latin American Free Trade Association.

"We would also hope," Mr. Marlett continued, "that through efforts such as our seminars a favorable impression of U.S. industry can be developed where it might not now exist within Latin America with regard to both the intentions and methods of U.S. industry."

Because of the Latin Americans' warm response and the overall success of the seminars, the compan plans similar seminars in other parts of the world.

Tooling companies can sell overseas, task force finds

Industry abroad growing; European shopowners concerned with inflation, rising costs

U.S. tooling companies are in a better competitive position in relation to their European counterparts than is generally recognized, according to a task force just back from a tour of five European countries.

Reporting at the National Convention of the National Tool, Die & Precision Machining Association in Cleveland early this month, the 5-man group said they had noted some concern on the part of European shop owners with the inflationary spiral and steadily climbing costs of labor and production. More rugged, high-horsepower, high-speed production equipment in U.S. plants—resulting in higher productivity per man-hour—is another factor favoring American shops, they said.

The task force, which visited England, France, Italy, the Federal Republic of Germany, and Switzerland, found heavy backlogs resulting from the accelerating mass-production requirements of the Common Market. This situation, they said, will lead to a rapid growth of special tooling companies there; the industry does not approach the size and scope of that in the United States.

The team found comparatively few American-built machine tools in contract shops. The reason was not quality, but price. European shops cannot afford U.S. machine tools because to them the higher outlay required for U.S. machinery is not justified by the advantages of increased production and efficiency.

Members of the group were:

Jack Kleinoder, Volkert Stampings, Inc., Queens Village, N.Y.; Rolf H. Berg, Atols Tool & Mold Corp., Schiller Park, Ill.; Willis G. Ehrhardt, Ehrhardt Tool & Machine Co., Inc., St. Louis, Mo.; Karl F. Fuchs, Alliance Tool & Die Corp., Rochester, N.Y.; and Charles R. Bender, of NTDPMA.

ITALIAN PLASTICS

Plastics reportedly is one of Italy's fastest-growing industries. Production increased tenfold from 1953 to 1961.

Contracts total $25.5 million at Machine Tool Fair in Japan

Exhibitors think event should be scheduled regularly; 'genuine interest' reportedly shown in machine tools

Exhibitors at the 1962 Japan Machine Tool Fair, held recently in Osaka, unanimously agreed that the show was a success and that another should be held.

The fair, held Oct. 10-21, reportedly was Japan's first single industry fair. Total contracts amounted to $25,466,000, broken down as follows: export contracts, $2,496,000; import contracts, $4,418,000; and domestic contracts, $18,552,000.

The U.S. Consulate General in Osaka reported that the fact the fair was a highly specialized show gave it certain advantages over "generalized" shows. Attendance was restricted, public days were few and almost all spectators showed a "genuine interest" in machine tools.

Members of the U.S. Trade Mission to Japan, commenting on the Fair, said that while Japan's machine tool industry is "behind the U.S. and Germany in some fields," it is moving ahead rapidly, is highly diversified, and is producing equipment of "very good" quality and workmanship. Many of the designs were said to be original.

Exhibitors, according to the Consulate General, strongly feel that a Machine Tool Fair should be held in Osaka regularly, preferably every 2 years.

Industrial show scheduled next spring in Denmark

An International Industrial Fair (Industrimessen 1963) will be held in Fredericia, Denmark, April 18-28, 1963.

Only foreign goods will be exhibited, reports the U.S. Embassy in Copenhagen, with foreign companies being able to participate directly or through their Danish representatives.

The exhibit will take place in the exhibition halls owned by Dansk Kobestaevne (Danish Buying Fair).

Additional information and contracts for space are available from Industrimessen 1963, Nr. Farimagsgade 65, Copenhagen K, Denmark.

14th Bilbao Samples Fair to take place next August

The 14th annual Samples Fair of Bilbao, Spain, will be held Aug. 11-31, 1963.

Foreign firms interested in participating will have to stage exhibits through Spanish firms as the event is limited to local companies. Products shown will have to be made in Spain or imported normally into the country.

Attendance at the 1962 event, held Aug. 11-31, was 570,401, an increase of 16,593 over the previous year.

U.S. invited to take part in Italian Boat Show

Italy has invited the United States to participate in the 2nd International Boat Show scheduled next winter in Genoa. Interested organizations and individuals may contact the Italian Embassy, Washington, D.C., for further information. The event will take place Feb. 2-12, 1963.

Machinery show in Oslo called 'great success'

Limited American participation surprising to several visitors

Participants, management and visitors to the 3rd International Industrial Machinery Fair, held in Oslo last September, called the exposition "a great success."

For the United States, reports the U.S. Embassy in Oslo, the story was somewhat different, and several visitors "were surprised at the limited American participation."

The Embassy went on to report that there is "considerable interest in Norway in United States developments of machinery and equipment."

It is unfortunate, the Embassy reports, that more U.S. products were not exhibited "for there is an expanding market for machinery in Norway" and U.S. firms should take advantage of every opportunity to display their products.

The fair management said the next exhibit is tentatively scheduled for 1966.

The 1962 fair was sponsored by the Association of Norwegian Machinery Importers.

Europe potentially good market for U.S. processed food firms

Series of 'test-sales' exhibits conducted at four food fairs; aggressive sales efforts required

Interested in a substantially untapped market for processed foods? Try Western Europe.

The Department of Agriculture reports that a potentially good market exists for U.S. firms who go after business aggressively.

The Department, with the U.S. processed food industry, recently completed a series of 4 "test-sales" exhibits at international food fairs in Western Europe.

The series ended Oct. 28 with the 16-day fair in Brussels. The event drew 200,000 persons to the U.S. exhibit.

Previous exhibits in this series were held in Manchester, London, and Munich. Major feature of each exhibit was a self-service market in which foods consigned to the governments by individual U.S. food firms were sold retail to the public.

More than 100 firms sent approximately 1,000 different food items for sale. Gross sales totaled over $100,000, with the average purchase per shopper amounting to about $1.25.

LAGOS FAIR

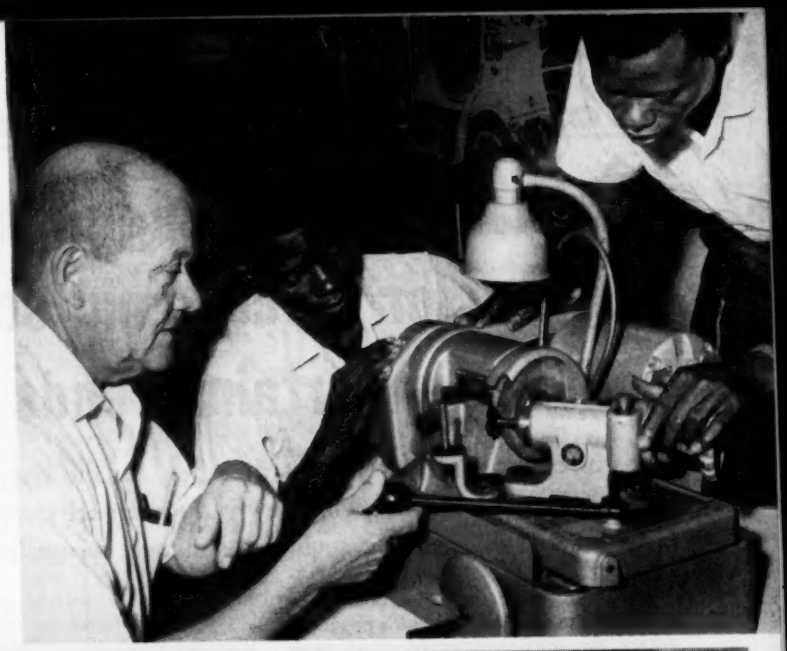
A total of 125,000 persons visited the Nigerian International Trade Fair during the first 4 days. Of this figure, an estimated 90,000 persons saw the U.S. pavilion.

The U.S. Embassy in Lagos reports that all signs pointed to a "highly successful fair." The exhibit opened Oct. 27 and was scheduled to end Nov. 19.

High Nigerian Government officials visited the U.S. pavilion on opening day and described the American exhibit as excellent. They admired the successful way in which its theme, "New skills, new tools, new markets," was carried out, the Embassy reports.

Rowland Burnstan, former Assistant Secretary for International Affairs, represented Commerce Secretary Hodges at the opening day ribbon-cutting cere-

SEE CONSUMER ITEMS: Students and housewives were among the large crowds visiting the U.S. exhibit at the Lagos fair. Photo at left shows Chicago educator Neal Simeon demonstrating the principle of an internal combustion engine while U.S.-trained Nigerian attendants (right) explain how a valve facing machine works. A display of copper bottomed stainless steel cookware and an exhibit of U.S. food products made with soybeans are among the 113 consumer items being shown in the center photos. Keen interest is shown in bottom picture in a coffee maker made of pyroceram, a new product developed by a U.S. glass works company.



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monies, the first such event in Lagos. America Day was held Oct. 30. Chester Bowles, special representative to the President on African, Asian and Latin American affairs, Nigerian Minister of Commerce and Industry Dipcharima, and Joseph N. Greene, Jr., Charge d'Affaires, participated in a colorful flag-raising ceremony in front of the Nigerian pavilion.

Industrial growth highlights El Salvador's economic scene; political uncertainty ends

Investor confidence in nation is definitely on the rise; coffee industry satisfied with newly augmented quota; Government will institute sectional minimum wage laws

The industrial sector was probably the brightest aspect of El Salvador's economy during the third quarter of 1962, with many new industries or expansions of existing industries in prospect, the U.S. Embassy reports.

The Central American Bank for Economic Integration has now agreed to lend funds to 5 plants in El Salvador: a pencil factory ($68,000); a grain storage facility at the port of Acajutla ($260,000); the Phelps-Dodge copper and aluminum wire and cable plant ($700,000); a mattress and furniture factory ($88,000); and a textile plant ($518,000).

Other industries presently in the planning stage include marble, gelatin, plywood, electric lamp, motorcycle and bicycle assembly, electric stove, detergent, metal scouring pad, refrigerator, and inner spring mattress plants. Studies are also in progress concerning the feasibility of constructing a bagasse newsprint plant and a corn products plant.

Central Bank loans

The Central Bank has approved 2 credit applications for food processing and textiles and is considering a third application for shoe production. These loans are being financed out of the $2.5 million granted by the Inter-American Development Bank for manufacturing industries.

The Salvadoran Institute for Industrial Encouragement (INSAFI) is processing applications for 6 loans from the same fund, and in addition has granted or is reviewing 85 loan applications totaling $2 million for new and existing industries in the country.

At the close of the quarter, the Legislative Assembly rejected 2 bills introduced by the Minister of Finance which would have granted the nearly completed Esso-Shell refinery (RASA) at Acajutla free entry for crude and partially refined petroleum and mixing agents. The bills also would have mantained or increased import duties on petroleum products refined elsewhere, and established consumption taxes on certain petroleum products. Their effect would have been to require other petroleum distribution companies operating in El Salvador to buy from the refinery, since they would be faced with both import and consumption taxes on most products refined elsewhere. The final outcome of the issue was still in doubt at the end of the quarter.

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions throughout the world, can be obtained from the Office of Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on departmental analysis.

Political crisis ends

El Salvador returned once more to normal constitutional government with the inauguration of President Rivera on July 1, ending the long period of uncertainty that began when President Lemus was overthrown in October 1960.

The third quarter in El Salvador is traditionally slow. There was also evidence of some residual business stagnation from last year, which had not yet been decisively overcome. This was disturbing to individual merchants and manufacturers, who in any event maintained something of a "wait and see" attitude toward the new regime.

Though figures were impossible to get, unemployment presumably represented a continued element of anxiety to the Government.

Yet, hopeful signs outweighed the negative during the third quarter. President Rivera's inaugural address and his conversations with officials and private visitors emphasized his determination to work with private enterprise while at the same time maintaining and carefully extending the economic and social reforms that he had pledged for the country. Tax legislation, chief source of anxiety to the business community, was put under very active study. The new Planning Commission completed its organization and began its first examination of development proposals.

Equally important, investor confidence in El Salvador definitely increased. Both Salvadoran Government and U.S. agency sources received an increasing number of inquiries relative to investment possibilities.

Finances satisfactory

International reserves, now back at normal levels, began their seasonal though somewhat belated downturn. Export figures through August, added to a satisfactory first and strong second quarter, gave promise of a substantial though not spectacular total for the year. Imports likewise continued strong.

Total outstanding credits of the banking system, cut back in 1962 to "normal" levels after the credit inflation of 1960 and early 1961, began their seasonal upward turn in August.

The turn came also in Central Bank credit to commercial banks, $9.6 million in August (compared to $28 million a year previously), upward from the abnormally low seasonal trough of $4.8 million in May the upturn was induced by abnormally high deposits this year in the commercial banking system.

Commercial banks' sight deposits, $42 million at the end of May, began the normal seasonal downturn, reaching $36.2 million at August end, $5 million higher than the August 1961 figure.

On the other hand, total deposits (sight plus time) turned down more slowly from the May $84.8 million level to $79.6 million in August. This phenomenon presumably reflected the compulsory repatriation of export proceeds and the continued hesitancy of investors to take money from their accounts for more risky investment objectives, including government and agency bonds.

The new stabilization agreement with the International Monetary Fund, approved in September, would provide another $11.5 million as and when the Central Bank needed to draw upon it. For the time being, however, the availability of the credit and chiefly a psychological effect.

Judged by the published figures, the Government fiscal position continued to be tight. Income and outgo through July were running only slightly better than the same months of 1961, when for the full year the cash deficit was $6.2 million, or 8.2% of the total 1961 budget. On the other hand the Government's debt to the Central Bank fell by $1.2 million from June to September while its deposits during the same period rose by $0.6 million, representing a theoretical net shift of $1.8 million to the Government's advantage.

Agriculture encouraging

Coffee circles appeared generally satisfied with El Salvador's increased quota under the new International Coffee Agreement negotiated during the quarter. Most felt that it would at least be adequate to cover the 1962-63 crop, which promised to be down some 15 to 20% from the record crop of 1961-62.

Late in the quarter there was considerable concern among coffee producers over a report that the Compania Salvadorena de Cafe (Salvadoran Coffee Company) would be nationalized, but it appears that newspaper stories on the subject were exaggerated. Nevertheless, Government officials were slow to deny the story and this tended to increase the rumors. The National Assembly is presently considering a bill submitted by the Minister of Economy designed to redistribute the shares of the company and thus give small producers a voice in it.

A big cotton crop in 1961-62 encouraged planters and planting for the 1962-63 season was even heavier than last year's. First indications are that the output will be up about 15%. Such a crop should help to make up for a smaller coffee crop in terms of export dollars earned.

The sugar picture brightened considerably as the industry was able to sell all of its surplus in the U.S. market. In exchange, Salvador has reportedly pledged to use a portion of the proceeds therefrom to buy U.S. agricultural commodities.

Recently the Government rejected draft minimum wage legislation which would have encouraged fixing multiple wage floors in terms of employers' ability to pay, and decided to try a system which will divide the country into 4 or 5 major economic sectors and establish minimums for each.

Permanent legislation, which may well contain elements of both systems, is not expected until some time in 1963.

The transitory minimum wage law has been drafted and will probably be enacted not later than November 1962. Many employers, particularly those now confronted by falling prices in international agriculture markets, are afraid that minimum wages will be set "too high."

Australian committee will review tariff policies

The Australian Government recently announced that it will appoint an economic inquiry committee to study various aspects of the economy to provide a "prospectus" of Australia's economic potential.

Within the overall framework of the Government's policy of a high rate of economic and population growth under conditions of full employment, rising standards of living, external viability, and stability of costs and prices, the Committee's terms of reference include such fundamental issues as Australia's future tariff policy, revolving around the effect of various forms of protection on the disposition of resources and the broad economic objectives of the Government.

The announcement further stated that the Government's policy in the tariff field continues to be "for effective protection for efficient Australian industry."

ITALIAN TRADESMEN VISIT C.A.

A 53-member Italian trade mission, headed by Christian Democratic Senator Gino Zannini, is visiting Guatemala, El Salvador, Honduras, Nicaragua, Costa Rica, Panama, Trinidad and Tobago, and Jamaica.

Commercial china shipments from U.S. advance 42%

Exports of other chinaware, earthenware articles down

A 42% increase in commercial china exports highlighted the U.S. chinaware and earthenware picture in the first half of 1962, according to Business and Defense Services Administration.

Dollar volume of household chinaware and earthenware table and kitchen articles and commercial china increased 5% from $906,000 in first-half 1961 to $947,000 in first-half 1962.

Commercial china shipments rose from $359,000 last year to $512,000 in Jan.-June 1962. This substantial increase helped to offset a decline in exports of both chinaware and earthenware table and kitchen articles this year, which fell from $547,000 to $435,000.

Canada remained our best foreign market for all these items, accounting for 66% of total shipments, despite a decline of about 8% in value from the 1961 level. Shipments to Canada amounted to $627,000 this year, compared to $680,000 in first-half 1961.

Shipments to the Bahamas more than doubled in 1962 and amounted to $48,000.

The Latin American market shows signs of blooming into a good export market as sales rose almost 125% above the 1961 level to $53,000 this year.

Shipments to almost all our foreign markets except Europe increased above the 1961 level. Chiefly occasioned by a decline in shipments to Denmark, the overall dollar volume of exports to Europe fell about 56% below the 1961 level in first-half 1962.

Exports to Australia rose from $8,000 in 1961 to $29,000 this year, while those to the African countries increased from $18,000 in first-half 1961 to almost $35,000 this year.

Detailed statistics by principal country and commodity may be obtained from the Consumer Durables Division, Business & Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C.

Sugar sales to U.S. stimulate rebounding Dominican economy

U.S. furnishes about 44% of import value; generous wage boosts only accompanied by moderate price rise; several loans brighten sales prospects for U.S. firms

The Dominican economy during the third quarter of 1962 continued to be stimulated by a high level of effective demand resulting from substantial wage increases and a high level of sugar sales to the U.S. at premium prices.

The third quarter opened with considerable pessimism. New sugar legislation was being debated by the U.S. Congress and Dominicans feared they would not be able to sell sugar in the U.S. at the same premium rate as during the first half of 1962, when 479,195 short tons were exported to this country.

The new legislation increased the basic anual quota for the Dominican Republic to 189,804 short tons. The President also announced that 130,000 short tons of the quota reserved for Cuba would be awarded to the Dominican Republic, and that a special fund of up to $20 million would be established to assist the Dominican Republic in readjusting its economy.

The reallocation of sugar short falls by other countries and an increase in estimated U.S. consumption brought the Dominican quota allotment for 1962 as of September 5 to 715,030 short tons, which was close to the amount they had hoped to sell in the U.S. market.

Further increases

The Dominican quota has been further increased during the fourth quarter. On October 3 it was increased by 2,348 short tons in view of the estimates of U.S. sugar requirements, and on October 9 it was increased by an additional 14,257 short tons as a result of short falls by other countries.

Rice production is estimated to be about 2.2 million quintals in 1962, with consumption estimated at 2.7 million rising sharply from an estimated 1.7 million in 1961. In order to increase rice production the Agarian Institute is supervising the planting of rice on the agrarian reform project near Bonao.

Peanut oil consumption during the first half of 1961 amounted to 9.75 million kilograms. To meet increased demand, the government has been forced to import 7,500 metric tons of peanut oil from Africa and Argentina.

The new tobacco institute has established headquarters in Santiago. The institute has acquired the services of tobacco experts and will attempt to improve the quality of Dominican tobacco, with sales to the U.S. market primarily in mind.

Coffee quota

The Dominican Republic was assigned a flexible quota of 425 to 510 thousand bags annually (60 kilograms each) under the International Coffee Agreement. It was allowed a quota of 275,000 bags for the period October 1962-March 1963.

Normally this would be satisfatory for the Dominican Republic, but the coffee crop is currently ripening earlier than usual, and the government is faced with a storage problem until it can be exported under the quota. It is estimated that 80% of the crop will be harvested by the middle of November, but only 35% of the quota can be exported during the fourth quarter of this year and 30% during the first quarter of 1963.

Total exports during the first 8 months of 1962 were about 16% higher in value than during the same period in 1961. Although there are no import data available for the third quarter, all indications are that they were at a much higher level than in 1961.

Central Bank deliveries of foreign exchange to the commercial banks during the period January 1, 1962 to October 15, 1962 amounted to $117.7 millions. About $14 million of this, however, was used to pay accumulated commercial obligations as of January 1, 1962.

Favorable balance

Import data for the first quarter of 1962, the latest available, indicate that the U.S. is providing about 44% of the country's imports. The total value of imports during the first quarter was $22.2 million, giving a favorable balance on visible trade of close to $21.1 million.

During the third quarter of 1962 the Government received 2 foreign loans. In July the Export-Import Bank announced the opening of a $10 million line of credit for the Dominican Republic, of which $3.4 million was earmarked for the Dominican Electric Corporation to finance the purchase of electric equipment. In August, the Inter-American Development Bank approved a $3 million loan to the government-owned Agricultural Bank to help finance the program of supervised credit to small farmers.

Central Bank reserves in gold and foreign exchange declined from $19.2 million on June 30 to $10 million on September 30. The principal reason was an increase in the sale of foreign exchange to the commercial banks to finance imports and liquidate overdue collections. The government also paid off $1 million of the country's foreign debt.

According to data prepared by the Dominican Government, over 128,000 workers in industrial and commercial firms received wage increases of up to 60% from May 30, 1961 to June 30, 1962, the average being 34%. Official price indices for the first 7 months of 1962 show only a moderate rise. In Santo Domingo the cost of living rose by only about 5% between January and July 1962.

The local currency generated by the $25 million U.S. credit extended in Feb-

More information

Inquiries regarding Food for Peace authorizations may be directed to the Programs Operations Division, Foreign Agricultural Service, U.S. Department of Agriculture, Washington 25, D.C. Telephone: DUdley 8-6211 or DUdley 8-5433. For actual purchase information, call the embassy of the nation involved.

Availability of counterpart loan funds obtained through surplus food sales under the Food for Peace Program can be determined through the Office of Development Financing and Private Enterprise, Agency for International Development (AID), Washington 25, D.C. Telephone: DUdley 3-8063.

For information concerning government insurance for overseas investments, contact the Investment Guarantees Division of the Agency for International Development (AID), Washington 25, D.C. Telephone: DUdley 3-8363.

ruary has been the basis for the initiation of a number of projects for the economic development of the Dominican Republic.

By July 1, in addition to the $5 million for budgetary support, a number of project agreements had been signed with the Agency for International Development (AID) to utilize over $9 million of these funds. These agreements were as follows: Expenses of the National Planning Board for 1962, $232,000; school construction and educational program, $5 million; credit to small farmers, $2 million; expenses of a committee to study the possibilities of regional development of the Yaque del Norte River, $15,770; a bridge over the Yuna River, $500,000; agricultural extension service, $300,000; training for the extension service, $150,000; reconstruction of the Santiago-Puerto Plata highway, $1 million.

Beginning on July 19 a series of project agreements were also signed, for: the Agrarian Institute land reform projects, over $1.7 million; expenses of the National Housing Institute, $160,000; expenses of the National Housing Bank, $100,000; emergency housing plan, $2 million; reforestation, $250,000; expenses of Industrial Development Corporation, $250,000; community development $150,000; agricultural school, $250,000; livestock and poultry program, $300,000.

The initiation of a school construction program utilizing $3.2 million of the $5 million AID loan for education began in September. Fifteen schools are being built or expanded in various localities under the program.

Bids have been submitted for reconstruction of the Santiago-Puerto Plata highway, and construction is expected to begin in the near future. One contract has been awarded to a Dominican contractor for construction of the first 12 kilometers from Puerto Plata. Construction of low-cost housing under an emergency plan was initiated in August. Fourteen hundred houses, costing $1,454 each, are being constructed throughout the country. On the average, the houses are about 25% completed.

Programs underway

The reforestation, community development, and livestock programs are also underway. Ground has been cleared for an agricultural school at Santiago, and an agreement has been concluded with the Ford Foundation whereby teachers will be provided by Texas A&M.

The government-owned Dominican Electric Corporation plans to double present capacity by 1965. Present installed capacity of 68,000 kw. barely serves existing needs, and many industrial establishments must shut down when the peak load is reached after 5 p.m. Four reconditioned Diesel plants have arrived recently, and a $3.4 million loan was signed by the Dominican Electric Corporation with Export-Import Bank in September to enable it to purchase a 26,500 kw. steam generator from an American firm.

The Dominican Electric Corporation hopes to purchase a similar plant for installation in Puerto Plata next year. It also is planning to produce hydroelectric power from the Taveras dam, which will have a capacity of about 50,000 kw., but will not be completed before 1967.

Oil pact

A major foreign investment was initiated with the signing of a contract between Esso Standard Oil and the Dominican Government to erect a $10 million petroleum refinery with a capacity to refine 10,000 barrels per day. The refinery, Refinadora Petrolera, will be built near Santa Domingo, and stock in the company will be offered to Dominicans Other prospective foreign investors have indicated an interest primarily in housing and the processing of agricultural products. The possible industrialization of pineapples and tomatoes has been suggested.

The Dominican Republic had paid most of the accumulated backlog of commercial obligations to overseas suppliers by the end of the third quarter and was only 6 weeks in arrears on the payment of sight drafts. Collections have improved still further in October, and it is expected that payments on sight drafts will be current in several weeks. Many U.S. suppliers have switched from letters of credit and sight drafts to drafts payable in 60-90 days.

The Council of State passed a new law on October 22, 1962, providing greater protection to the agents of foreign firms in the Dominican Republic.

The law, which abolished law No. 3284 of April 29, 1962, stipulates that any unjustified termination of the contract between the agent and the principal will entitle the agent to damages to compensate him for losses due to his personal efforts in developing the business taken away from him; the money invested by him for the acquisition and rental of buildings, to the extent that they are usable only for the business; the value of the merchandise remaining in his hands which he cannot sell; and the profits which he would have been able to make during the remaining time of the contract if it can be determined, and if not, for an equitable period to be determined by the judges, but not exceeding 5 years.

The new law was probably inspired by the decision of several American firms to remove their agencies from former Trujillo enterprises which have been taken over by the Government.

Crude aluminum exports of Free World dip

Shipments down 12%; exports of semifabricated aluminum up 8%

Exports of crude aluminum by countries in the Free World in 1961 were 12% under 1960, while exports of semifabricated aluminum moved up 8%, Business and Defense Services Administration reports.

Aluminum exports reported by the U.S.S.R. in 1961 were 94,800 short tons of crude and 14,900 tons of rolled products, both up from 1960. Most of these exports went to countries in the Soviet bloc.

Total Free World crude aluminum exports last year were 1,020,699 short tons, compared with 1,159,327 tons in 1960. Canada was the largest exporter with 48% of the total and Norway was next with 16%. The United States, the second largest exporter in 1960, was fourth in 1961 with 13%. France was in third place with over 13%.

U.S. exports dropped substantially from 285,000 tons in 1960 to 129,000 tons in 1961, due largely to lower shipments to West Germany and the United Kingdom. The trade to Japan picked up.

Canada's exports were not too much different in pattern from 1960—the United Kingdom took 37%, the U.S. 24%, West Germany, 8%, Japan 5%, with smaller amounts to various other countries. Shipments to the U.S. and Japan were substantially higher than in 1960.

Of the total Free World exports of crude aluminum in 1961, the largest amount, 243,000 tons or 24%, went to the United Kingdom, with 19% to the U.S. and 11% to West Germany.

Semifabricated aluminum exports of the Free World in 1961 were 349,000 tons, up from 322,000 tons in 1960. The largest exporter was the United Kingdom, with over 17% of the total.

Guatemala ends free exchange despite favorable trade outlook

Ratifies Investment Guarantee Agreement with U.S.; new coffee agreement raises quota, higher crop expected; new industrial investment lags, but many old ones expand

Foreign exchange controls were imposed on virtually all Guatemala's transactions with foreign countries on October 13, 1962, thus ending the free exchange system which had been in existence since 1925. The Guatemalan Monetary Board said that these measures were needed because of the substantial loss of foreign exchange owing to excessive luxury imports and the flight of capital. Net reserves were reported to be down to $28 million at the time the measure was announced.

Despite the imposition of exchange controls, the foreign trade outlook for Guatemala appears quite favorable. However, owing to the inadequacy of foreign trade statistics, which are lagging more than usual, exact figures are not available.

Foreign exchange controls were put into effect by President Ydigoras on October 13, 1962 on the recommendation of the Guatemalan Monetary Board, thereby ending the free exchange system which had existed since 1925. (See INTERNATIONAL COMMERCE, October 29, 1962, page 22). An essential list of 47 categories of products was published simultaneously by the Bank of Guatemala for which official exchange would be granted at parity (one quetzal equals $1).

Important auctions

Nonessential imports are to be financed by exchange obtained at official auctions or through the free market by the purchase of exchange certificates. No auctions have yet been held and a small market has begun to appear for exchange certificates at a premium of about 5%.

The official net reserves of the Bank of Guatemala fell sharply during the quarter to $30 million at the end of September, compared with $44 million at the end of June. At the time exchange controls were put into effect, reserves were down to $28 million. The Monetary Board attributed this decline in reserves to excessive imports of luxury goods and capital flight.

The lack of complete statistics for the months after March makes it difficult to assess Guatemala's foreign trade, but there are indications that both exports and imports rose in comparison with last year. The available statistics for April, July and August (May and June statistics have not yet been released) show that imports during those months totalled $35.4 million compared with $33.6 million during the same months last year.

Imports from the U.S. also rose during these months from $15.4 million to $17.1 million. Although no export statistics are available for the months following March, it is probable that exports increased somewhat over 1961 totals.

Although coffee and banana exports appear to have declined somewhat, exports of many other products almost certainly rose. These products include: sugar, several million dollars of which was exported under the increased U.S. quotas not enjoyed last year; shrimp and frozen meat, which were exported in only limited quantities last year but which may reach a combined total of $5 million this year; cotton, exports of which are running about 50% higher than last year; and essential oils, the market for which has been excellent.

Domestic trade activity appeared to be at the seasonal low prior to the stimulation induced by the marketing of the new coffee crop in October. Some revival, however, was noted in comparison with depressed conditions prevailing in the second quarter when political disturbances forced the closing of a number of commercial establishments.

New investment slow

New industrial investment in Guatemala continued at a slow pace during the third quarter, with none of the new investments exceeding $60,000. At the same time, however, a number of existing industries expanded their lines by taking on the manufacture or assembly of additional products. The return to more normal political conditions during the quarter resulted in plants operating much closer to capacity than during the previous quarter.

The nickel mining venture of the Izabal Exploration and Mining Company (International Nickel and Hanna Mining Company) appears to be nearing the end of the exploratory stage, but before the Company can enter the extractive stage, a contract must be negotiated with the Guatemalan Government.

On October 16, 1962, Esso terminated drilling its well in the Peten without finding oil. Esso's failure is expected to discourage several other companies which were awaiting the outcome of this drilling before deciding whether they would drill themselves. Legal difficulties concerning the fixing of taxes on refined products continued to keep the Breaux Bridge Oil Refinery from going into production.

Coffee pact

On September 28, 1962, Guatemala signed the new International Coffee Agreement and obtained a quota of 1,344,500 bags of 60 kilograms compared with 1,250,000 bags last year. Officials of the Guatemalan National Coffee Association are hopeful that this quota will be increased at the next council meeting. Approval by countries representing two-thirds of coffee production and two-thirds of coffee consumption is required to change quota allocations.

The 1962-63 coffee crop is expected to exceed last year's. However, heavy rains and cloudy conditions in some of the more important production areas during September retarded the crop's maturity. Normally, a slow maturing crop results in higher quality coffee. Consequently, this year's crop is expected to be late but of good quality.

Cotton plantings for the 1962-63 crop were completed by mid-August. Licenses were issued for 103,000 manzanas of land (one manzana equals 1.727 acres), an increase of 63% over last year. Cotton production is expected to total near 250,000 bales (one bale equals 500 pounds) up 70% from 1961-62. In mid-October the new cotton crop was progressing satisfactorily and with favorable growing and harvesting weather, the crop should be excellent.

Under the U.S. Sugar Act of 1962, Guatemala was allocated an annual quota of 20,000 short tons. The original raw sugar quota for the second half of 1962 was 7,580 tons. However, additional premium and global quotas increased Guatemala's allocations to 30,000 tons for the last half of 1962. The National Sugar Association recently announced that shipment of 1962 sugar allocations had been completed.

Exports of bananas during 1962 are

estimated at 4 million stems, a decrease of 37% from last year. A large proportion of this decline is the result of a blowdown of banana plantations in the Retalhuleu area last November. Some of the decline is also attributed to Panama disease.

Alliance measures

The Guatemalan Congress moved during the period to take some of the steps which President Ydigoras believes are necessary to qualify Guatemala for assistance under the Alliance for Progress. The first step was the ratification of the Investment Guaranty Agreement with the U.S. on August 21, 1962. On August 30, a Presidential Decree was issued establishing a committee to review applications under the Agreement.

A second step was the passage of a new Agrarian Reform Law. This law, which was subjected to much criticism by certain elements of Congress and the press, is not expected to have much effect on Guatemala's agrarian problems unless better-administered than previous agrarian laws.

Before either of these measures were passed, the Inter-American Bank announced a loan of $5.3 million for housing construction in Guatemala. The loan, much of which will be made available to the official Instituto Cooperativo Interamericano de la Vivienda, is expected to result in the construction of some 5,260 houses.

Sweden removes seasonal import duties on pears

The Swedish Government has removed the seasonal import restrictions on fresh pears effective November 12, 1962, according to the U.S. Embassy in Stockholm. The removal of these restrictions will remain in effect until June 30, 1963. Imports of fresh pears may also be made after June 30 and until August 29, 1963, provided the date of the bill of lading or other comparable instrument is within the embargo-free period.

ITALIAN POWER BOAT SALES UP

1962 sales of power boats and engines, it is reported, will total about $80 million (50 billion lire). Outboard engines and boats comprise about two-thirds of total sales.

SILO PLANNED FOR NORWAY

The State Grain Corp., subject to Parliamentary approval, is planning to build a 29-million-kroner, 60,000-ton capacity grain silo near Stavanger in southwest Norway.

New Canadian surcharge cut drops most food levies

November 15 action removes 5% surcharges imposed last June; Department of Commerce negotiations spurred decision

The 5% surcharges collected on Canadian imports since June 25 have been removed on all fish, food and agricultural products.

This relaxation became effective from November 15. It was attributed toa continued improvement in Canada's foreign exchange reserve position, a desire to lower consumer prices and persistent negotiations on certain items by the Bureau of International Commerce. It covers about $260 million of imports from all countries on an annual basis and about $156 million of U.S. trade in calendar 1961.

In addition, the Government reduced the surcharge on electric refrigerators and freezers and on Oriental rugs and carpets from 15% to 10% and eliminated the 15% surcharge on pretzels. Also included in this action was the removal of the 5% surcharge on printing machinery of a class or kind not made in Canada under tariff items 412b and 412d and the 10% levy on ambulances.

Among the fish, food and agricultural products benefiting by the removal of the 5% surcharge are the following: fresh, frozen, dried and canned fruits and vegetables including raisins, apples, melons, grapes, nectarines, peas, beans, and potatoes; biscuits, fancy molasses, fresh and canned meats, poultry, eggs, dairy products, cattle, sheep and hogs, peanut butter, yeast, milk foods, prepared cereal foods, barley, cornmeal, macaroni, olives, kippered herring, sardines, halibut, shell fish, lobsters, and oysters.

Luxury items

A number of luxury or less essential food products including pates de foie gras, truffles, brandied fruits, wines, spirits and confectionery, continue to be subject to a 15% surcharge. Fifteen and 10% levies also remain on tobacco and tobacco products.

The November 15 relaxation follows by a few weeks a previous major removal of surcharges on October 17 and brings the total relaxation since the beginning of the import surcharges to about $510 million of imports, or about 17% of the total trade originally affected.

In U.S. trade, the relaxations covered about $407 million on the 1961 basis or about 22% of the estimated original coverage of $1,800 million. (See *International Commerce* of July 9 and October 1 and 29 for previous reports.)

African bank opens branch in Senegal

6 Franc Zone nations to have greater policy-making roles

On October 29, President Leopold Senghor of the Republic of Senegal presided at opening ceremonies of the Dakar Branch of the new West African Central Bank, Banque Centrale des Etats de l'Afrique de l'Ouest (BCEAO).

The new central bank retaining the name of its predecessor, was formally established in May 1962 by a financial agreement between France and member states of the West African Montary Union—Dahomey, Ivory Coast, Mauritania, Niger, Senegal, and Upper Volta. Mali was also party to the financial agreement, but withdrew to establish its own currency on July 1, 1962, according to the U.S. Embassy in Dakar.

The CFA (African Financial Community) franc remains as the common currency in member states of the West African Monetary Union, and France continues to guarantee free convertibility between the French franc and the CFA franc (presently at the rate of 50 CFA to one New Franc; at the current official rate of exchange, 246.8 CFA francs equal $1).

The new bank differs from its predecessor in that credit control has been decentralized, giving member states more flexibility in fixing discount rates. The Board of Directors of the Bank has also been reorganized, with 14 African and 7 French members, so that a greater degree of responsibility in establishing overall policies rests with African member states.

ECSC asks duty-free German coal quota for nonmembers

Also says 4 nations haven't adequately published transport rates; approves African mineral survey

The High Authority of the European Coal and Steel Community has made major decisions recently on publication of transport rates in the Community and on quotas for coal imports into Germany, as well as approving mineral research projects in Africa and a redevelopment program in Belgium.

The High Authority has recommended that the Federal German Government maintain a duty-free quota of at least 6 million metric tons for import of coal from non-Community countries in 1963.

In making the recommendation, the High Authority stated that reasons for continuing present tariff protection for German coal were still valid, as German coal market conditions have not materially improved this year.

In considering the question of German coal imports, the High Authority also took note of the fact that the coal used by American troops stationed in Germany is entirely made up of duty-free imports from the U.S. and that these imports are not governed by the duty-free quota.

The High Authority has informed the governments of Belgium, Italy, Luxembourg, and the Netherlands that they have failed, in its view, in their obligation under the Coal and Steel Community Treaty to introduce complete and effective publicity for transport rates for ECSC products.

A recommendation, issued by the High Authority in January 1961, outlined the Community's policy on publication or registration of price lists, rates and tariff regulations for transport of coal and steel. The Community Court of Justice has ruled in the High Authority's favor in a case involving the principle of transport rate publication.

The High Authority has contributed $80,000 to cover the cost of an aerial prospecting program for iron and manganese ores in north Gabon. The contribution will be made from the general fund of $5 million which the High Authority has set aside for prospecting and research in the Ivory Coast, the Congo (Brazzaville), Gabon, and the Cameroons.

The High Authority will seek the ECSC Council of Ministers' approval for a $3 million loan for the establishment of new industry at Ghlin Baudour in the Borinage. The Borinage is one of the coal-producing areas that has been most severely affected by the coal crisis.

The industry will manufacture rubber products other than tires and will employ about 450 workers in its initial stages. If the Council approves the project, the High Authority will ask the firm to hire a certain percentage of its male workers from among local miners who have lost their jobs because of mine closures.

Philippines power plant gets $3.7 million World Bank loan

The World Bank has loaned the National Power Corporation of the Philippines the equivalent of $3.7 million to assist in financing a 50,000-kilowatt expansion of the Maria Cristina Falls hydroelectric power plant on the island of Mindanao.

The total estimated cost of the Maria Cristina expansion is equivalent to $7.1 million. The Bank loan will cover the foreign exchange requirements. Imported equipment will be purchased on the basis of international competition. The expansion is scheduled for completion by the end of 1964.

The project includes the installation of a second 50,000-kilowatt unit, the construction of a short transmission line and minor regulatory works along the Agus River.

This river flows from Lake Lanao at an elevation of about 2,300 feet above sea level to Iligan Bay on the north-central coast of Mindanao. Its course provides a number of sites suitable for the ultimate development of 750,000 kilowatts of electric generating capacity.

MORE RAINCOATS IN ITALY

By the end of 1962 production of Italian raincoats reportedly is expected to approach the 6 million level. Output rose from 2 million in 1958 to 4 million in 1960 and 5 million in 1961. About a fourth of the output is exported.

American trade in photo products sets new record

Equipment, film, supply exports up 7%; imports advance 31%

U.S. foreign trade in photographic products reached a new high in the first 9 months of 1962. Both exports and imports attained record levels, Business and Defense Services Administration reports.

Exports of motion picture and still picture equipment, film and supplies approximated $108.8 million, an advance of 7% over the 1961 figure. Imports of $68.2 million were about 31% higher than a year ago.

Exports of still photographic products amounted to $68.8 million in the first 9 months of 1962, compared with about $63 million in the Jan.-Sept. period of 1961, with virtually the entire increase accounted for by expanded shipments of still picture film and photographic paper.

Motion picture films and equipment exported during Jan.-Sept. 1962 were valued at $40 million, up about 4% from the $38.5 million shipped in the corresponding period of 1961. Exports of unexposed motion picture film (rawstock) accounted for most of the increase.

Exports of 8-mm. motion picture cameras, projectors and films remained high. However, while the number of 8-mm. cameras exported increased this year, the value was somewhat less than in 1961, indicating that lower priced cameras are being sold abroad.

Imports of photographic products into the U.S. in the first 9 months of 1962 were valued at $68.2 million, more than total imports for the calendar year 1961.

Imports of still picture cameras totaled 876,740 units valued at $15.8 million compared to 628,576 cameras valued at almost $13 million in the Jan.-Sept. 1961 period.

The value of imported motion picture cameras was almost double that of a year ago, with imports of 199,628 cameras valued at $6.6 million compared to 127,490 valued at $3.5 million in the first 9 months of 1961.

Imports of still picture films amounted to $14.6 million in the first 9 months of 1962—about 45% higher than in the 1961 period. Imports of photographic paper were $15.8 million compared to $12 million in the Jan.-Sept. 1961 period.

$25 million grant will spur American exports to Congo

U.S. goods distributed widely; frozen chickens popular; price gap between U.S. and European goods should narrow

A new U.S. grant of $25 million to the Republic of the Congo should create increased opportunities for American suppliers in the Congo market, according to the U.S. Embassy in Leopoldville.

Although the more or less regular flow of Fiscal Year 1962 AID funds was interrupted in July pending the institution of new financial controls, $8 million of this money was programmed in August for trucks and spare parts, and $10 million was allocated in early October for general essential imports.

American products on the market now as a result of previous licenses issued under AID grants are generally well received.

Many U.S. consumer products are priced lower than similar European goods available locally. American frozen chickens, imported under Title I of Public Law 480 and paid for in local currency have been particularly appreciated by local consumers. They constitute the only readily available meat supply and cost less than those previously imported from Europe or grown locally.

However, the feeling has been encountered in some quarters that American goods in general cost more than equivalent products from other sources. This attitude varies from product to product, but certain special factors have given rise to these misleading impressions.

Prices of American goods seem sometimes higher because (1) most Congolese importers are unfamiliar with American sources of supply; (2) purchases from the U.S. are sometimes made through the Belgian home office, resulting in additional expense; and (3) there is a general condition of scarcity and inflation which causes prices to appear higher than those which prevailed at the time European products were generally available. The influence of these 3 factors should be felt less as more is learned about American suppliers, as more companies become independent Congolese firms, and as the economy and prices become more stabilized.

Goods financed by American aid money are being distributed widely outside the large population centers. American-made textiles, flashlights, kerosene stoves, rice and flour have reached even the more remote areas of the Congo.

At least half of 1,000 U.S. AID financed trucks and spare parts should arrive in the Congo from the U.S. during the next 4 months. This will represent a significant step towards rebuilding the Congo's truck fleet.

The October release of $10 million in U.S. aid held over from Fiscal Year 1962 appropriations will make it possible for local factories to order vitally needed industrial commodities such as petroleum products, pharmaceuticals, raw materials, and spare parts. Moreover, it will partially insure retailers and wholesalers of having some commodities to sell 3 months from now.

United Kingdom grants new industrial tax concessions

To stimulate economic expansion in the United Kingdom, Britain has announced several new tax concessions for industrial investment.

The investment allowance for capital expenditure on new plants and machinery was increased from 20 to 30% and the allowance on industrial buildings from 10 to 15%.

For new plant and machinery and new buildings for scientific research, investment allowances were raised from 20 to 30%, and a more liberal depreciation schedule set up for heavy capital plant.

A detailed description of the British taxation system for capital expenditure allowances is contained in the World Trade Information Service publication no. 62-5, *Income Taxation in the United Kingdom.*

ITALIAN JUKEBOX MARKET

The jukebox market is rapidly increasing in Italy, it is reported. The number of jukeboxes installed in bars and restaurants rose from less than 500 in 1958 to over 16,500 in November 1962. Italy now has one jukebox for every 3,090 inhabitants.

World Bank clears $27 million in 1st quarter of fiscal '63

The World Bank's reserves rose by $27.4 million in the first quarter of the current fiscal year to a total of $726.8 million.

The new reserves consisted of net earnings of $19.8 million which were placed in the Supplemental Reserve against losses on loans and guarantees, and loan commissions of $7.6 million which were credited to the Special Reserve. On September 30, the Supplemental Reserve totaled $495.5 million and the Special Reserve was $231.3 million.

During the period, the Bank made 5 loans totaling $82 million in Finland, Pakistan (2 loans), Panama and Yugoslavia. This brought the total number of loans to 326 in 60 countries and territories and raised the gross total of commitments to $6,754.8 million. Cancellations, exchange adjustments, repayments and sales of loans had reduced the portions of loans still retained by the Bank to $4,681.3 million by September 30.

Disbursements on loans were $173.9 million, making total disbursements $4,979 million on September 30.

Repayments of principal received by the Bank amounted to $31.7 million. Total principal repayments amounted to $1,137.2 million on September 30.

The outstanding funded debt of the Bank was $2,532.1 million, reflecting a net increase of $11.3 million in the past 3 months.

During the first quarter of the fiscal year, the following countries became members of the Bank: Kuwait (subscription $66.7 million), Senegal ($33.3 million), Sierra Leone ($15 million), Somalia ($15 million), Tanganyika ($33.3 million) and Togo ($15 million).

The subscribed capital of the Bank amounted to $20,663.1 million on September 30, 1962.

Japan is prime customer for Columbia Basin area

Commerce official says Pacific Northwest can share the benefits flowing from Japan's brisk growth rate

Japan is the Columbia Basin's best overseas customer today and promises to become a better customer in the future, according to Peter T. Jones, Deputy Assistant Secretary of Commerce for Financial Policy.

"Now a $1.7 billion sales market for U.S. goods, Japan could be a $2.5 billion market by 1970 and businessmen in the Columbia Basin have an excellent opportunity to share in the sales expansion," the Commerce official declared.

Mr. Jones said that Japan's rapid economic growth "brightens the prospects for increased exports of such Columbia Basin products logs, lumber, processed foods, industrial testing instruments, and many others.

Exports to Japan through the Oregon and Washington Customs Districts together amounted to $159 million last year, a substantial proportion of which came from the Columbia Basin area. Imports from Japan through these Districts were greater than from any other country.

"The Japanese economy, which has been growing at an average rate of 10% a year since 1956, is advancing more rapidly than our own, and more growth is in prospect under Japan's 10-year plan for doubling the national income by 1970."

Stating that Japan's drive for technological progress will strengthen the demand for imports of finished products, capital goods, and raw materials, Mr. Jones indicated that such raw materials as mineral fuels, ores, and metals, especially, would be needed for Japan's expanding machinery, electrical equipment, and electronics industries.

Rising farm productivity is reducing Japan's dependence on food imports, but the demand for U.S. wheat and flour is expected to remain substantial.

The Trade Expansion Act of 1962, signed into law by President Kennedy on October 11, will open the door to freer competition by American businessmen in Japan and other nations, Mr. Jones said.

The new Trade Act, which gives the President broad authority to bargain with other nations for mutual reduction of tariffs, provides a "powerful tool" for clearing away the roadblocks to trade expansion.

Japan has already liberalized its import restrictions on many products. Most foodstuffs, raw materials, and some manufactured products not competing against Japanese products are allowed to enter Japan freely. In October, Japan eased controls on 230 additional items, including refrigeration, measuring instruments and apparatus, 16-mm. projectors, some chemical items, pulp for paper manufacturing, leather composition articles, air-conditioning equipment, and some types of industrial equipment.

"American business needs more exports to expand profits, to help pay for industrial modernization and expansion; to stimulate U.S. progress in research, development, and product innovation; and to create more jobs for American workers," the Commerce official declared.

Thailand cuts duties on printing ink, seed grain

To promote the domestic printing-ink industry and seed-grain importation, Thailand announced tariff cuts effective August 8 on the following items (rates—with old rates in parentheses—in percent ad valorem except where otherwise stated; 21 baht equals $1): **32.08 pigment,** 10 (20-27.5); **32.09 varnish,** 10 (27.5); **39.01(c) synthetic resin,** 10 (30); **11.02 cereal grain for propagation,** a reasonable quantity, free (2.20 baht per kilogram).

For earlier Thai tariff changes, see INTERNATIONAL COMMERCE, September 3, p. 41.

CORRECTION

On Page 22 of the October 22, 1962 issue of International Commerce, an article titled "Chicago firm to renovate Afghan power plant," erroneously referred to the Arghandab Dam as being located in Pakistan. The Arghandab Dam, as well as the power plant mentioned in the headline, is located in Afghanistan.

Colombia limits lumber exports for next 10 years

Exporters are given 2 months to fulfill prior commitments

On October 5, 1962, the Colombian Government issued Resolution No. 0854 prohibiting the exportation of bulk lumber (in pieces or logs) for 10 years. The resolution affects some 23 species of lumber which it was felt are required in the country for industrial plants as well as for the construction of housing, public works, the textile industry and furniture manufacturing, according to the U.S. Embassy in Bogota.

The Resolution states that the unlimited exportation of raw lumber affects the requirements of national consumption and also the level of prices. The action took into account the special circumstances of different geographical regions of the country, including their industrial potential and the rural population which is dependent upon lumber activities.

Forestry concessionaires who currently may have registered export contracts, are given a period of 2 months from the issuance of the new Resolution to carry out their export commitments.

The Resolution went into effect on October 25, 1962.

Further information regarding this Resolution may be obtained from Department of Commerce Field Offices or from the American Republics Division, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Finland restricts credit on consumer durable imports

In a move to further restrain domestic credit expansion, the Bank of Finland recently announced commodity credit restrictions on consumer durable imports, according to the U.S. Embassy in Helsinki. Importers of washing machines, TV sets, passenger cars, and certain other consumer durables must now pay for goods or deposit their value at the Bank of Finland before the goods may be cleared through customs. This action was taken to dampen inflationary trends by restraining installment purchases of these articles.

Common market called answer to Latin America's problems

President of IDB says entire area will become stagnant unless total integration of development is achieved

Latin America can solve its problems, says the president of the Inter-American Development Bank, only by creating its own common market.

Felipe Herrera of Chile said the entire area must totally integrate its development—both politically and economically.

"There is a growing conviction among our politicians and experts," said the IDB president, "that unless Latin American development is integrated, it will inevitably find itself condemned to vegetative growth or hopeless stagnation."

Herrera made these remarks last week at a National Press Club luncheon in Washington.

Overall process

He said it was unfortunate that in striving for integration, Latin America has copied "old European formulas with respect to reducing customs tariffs, without realizing that integration is an overall process in which the countries must inevitably coordinate their investment, monetary, fiscal and social policies."

Herrera added that this is "a process which requires sound institutions that are not only technical but, in great part, political in character. Only with sufficient supra-national authority can the obstacles that are naturally opposed to this process be overcome."

The IDB official said now is perhaps the time for Latin America to face the problem in the terms used by Paul Henri Spaak (of Belgium) during the negotiations which led to the Treaty of Rome and the European Economic Community.

Spaak, according to Herrera, said, "Let us refrain from asking our experts to tell us the advantages and disadvantages of a common market; let us ask them to tell us how to create a common market and we will create it."

Herrera remarked that, curiously, the Latin American public is "perhaps more receptive" to this concept of unity than are their leaders.

Fortunately, he said, not only did Latin American countries "declare their willingness to work" for unity in accordance with the Charter of Punta del Este, but a "firm and courageous commitment" of the U.S. is currently giving the "necessary momentum to this continental trend toward the integration of our countries."

The IDB official said if Latin America is going to transform itself in this decade into a prosperous, well balanced region it should make the effort to attain the objectives of the Punta del Este Charter.

These objectives, he said, include a need ot combine domestic mobilization of the full productive capacity of the Latin American countries with foreign aid; to create conditions of greater stability for its export trade; to establish a common market; to bring about changes in the region's political and social institutions; and to consolidate and expand the system of representative democracy.

Reviews meeting

Herrera briefly reviewed the recent meeting in Mexico City of the Inter-American Economic and Social Council.

He noted 2 general conclusions which emerged from the meeting:

❶ "As is the case with other underdeveloped regions exporting raw materials, the external sector of Latin America cannot by itself fulfill the needs of a growing population and the rising aspirations of our peoples."

He said that during the 1957-61 period the negative situation in Latin America's terms of trade represented "a serious setback to our real prospects for progress. The per capita increase in Latin America's gross product amounted only to 1.2% a year, less than half of what many considered the modest rate set when the objectives of the Punta del Este Charter were adopted."

❷ "As a consequence of this, the solution to the problem appears to depend largely on more dynamic domestic growth."

Herrera said statistics show that many Latin American countries "have made a substantial effort to replace imports, to increase and diversify the domestic supply of manufactured goods, to install basic industries, to improve those already in existence, and even promote exportable surpluses in certain lines."

He remarked that the growth rate of the region's industrial sector reached 8% in the 1957-61 period.

HOUSING FOR PANAMANIANS: The recently completed housing development shown above is part of the long-term plan being undertaken in Panama through the Alliance for Progress. The units here are located in San Miguelito, a suburban area close to Panama City. (Photo by Inter-American Development Bank)

New Books and Reports

***Operating In and From the German Market:* Published by "Business International S.A.," Geneva, 1962. 55 pp. $35. ($28 to subscribers of "Business International" or "Business Europe").**

Designed to be a practical guide to business problems and prospects in Germany, this report captures in concise language the tenor of the current German economy. It analyzes the multiplicity of factors which must be considered by the firm selling to, producing within and exporting from the German market.

The topics covered are systematically arranged in 7 articulate chapters with statistical annexes. These show how to develop sales promotion and distribution methods, how to work with the German and foreign labor force and how to tap public and private sources of capital. Tax problems and exporting factors are also described, as are special incentives offered in Berlin and certain border areas.

This study gives special attention to pending legislation and attempts to indicate the direction in which the legislation is heading. The user of the report should bear in mind that it apparently went to press in July or early August. This will help him fix the chronological significance of such expressions as "next fall."

This study can be ordered from "Business International," 200 Park Avenue South, New York 3, N.Y.—**R.D.**

***Doing Business Abroad*. Published by the Practising Law Institute. New York, 1962. 2 vol. 768pp. $25.**

A review of current international tax, business and legal thinking edited by Henry Landau, of the New York law firm of Simpson Thacher & Bartlett, the books contain chapters written by 23 American lawyers who specialize in organizing and operating businesses abroad. Many of the authors are also members of the Bar of the countries they write about.

They explain what incentives are available and what impediments must be overcome. They analyze the impact of U.S. and foreign taxation, antitrust laws and other regulations. Foreign labor problems and statutory fringe benefits are also covered.

The volumes open with a discussion of foreign limitations on participation by U.S. capital. Import restrictions and foreign exchange regulations affecting operations, remission of profits, repatriation of capital and many other important subjects are first discussed generally and then on a country-by-country basis. Available national and regional incentives and how to obtain them are described.

For each country, material is included on preferable forms of business organization. Legal requirements for forming branches, corporations, limited liability companies or joint ventures are set forth. Capital structure, nature and responsibility of management, supervision and control, rights and obligations of shareholders and contents of articles of organization and by-laws are discussed.

The 2 volumes also provide the answers to problems relating to employment of local personnel, regulations affecting employment of Americans, bookkeeping, auditing and administrative requirements.

Civil law concepts and foreign litigation, arbitration, state trading and sovereign immunity are covered. Substantial treatment is accorded foreign taxation, including sales taxes, as well as U.S. taxation of foreign income and base company operations.

Licensing and technical assistance agreements, their objectives and provisions, methods of negotiation, and tax aspects are discussed.

The book also includes a 36-page checklist of procedures and possible trouble spots and a 45-page bibliography.

***Government Guarantees to Foreign Investors*. By A. A. Fatouros. Columbia University Press. New York, 1962. 411pp. $12.**

A balanced account of the general nature and specific content of the various forms of governmental guarantees that are available to international investors.

Originally submitted as a doctoral dissertation to the Columbia University School of Law, the book naturally enough places heavy emphasis on the legal nature of these guarantees. However, the book's language is not overly technical and it should prove beneficial to businessmen contemplating foreign investment.

The author concludes that the mere fact that developing nations offer such guarantees is evidence that they are conscious of the need for foreign capital and are aware of the investors' desire for security. He feels that the limitations of an international investment code presently outweigh the advantages which such a universal code would offer, and feels that the difficulties are such that no satisfactory code is attainable.

Guarantees provided by the exporters' own countries are looked upon as useful, but suffer from the fact that they appear to provide insurance only, rather than assurance of fair treatment.

Mr. Fatouros feels that investment treaties and instruments of approval issued by the capital-importing country provide the most effective safeguards for investors. He points out, however, that favorable guarantees are not sufficient in themselves to attract investment, with some countries offering all forms of guarantees without attracting foreign investors, while foreign capital flows to others which offer no guarantees.

The author emphasizes that it is not possible to provide complete security for investments where the underlying economic and political conditions are unstable, and that the profits and the continued operation within a country depend not so much on an initial "good bargain" as on a continuing contribution to the welfare of the host country.

The book may be ordered from the Columbia University Press, 2960 Broadway, New York 27, N.Y.

***Design Criteria for Plastic Package-Cushioning Materials*. Prepared by Mario E. Gigliotti for the Office of Defense Research and Engineering of the Plastics Technical Evaluation Center. Dover, New Jersey. December, 1961. 122pp. $2.75.**

This report presents information useful to the engineer engaged in the design of practical, efficient and economical packages capable of protecting a fragile item from shock during handling, shipping and storage.

It includes a description of tests to investigate the static, dynamic, and creep properties of resilient plastic package-cushioning materials, and a discussion of the theoretical mathematical equations for the application of such materials.

Properties of various plastic foams frequently used as package cushioning materials are discussed. Among those considered in some detail are polyurethane, polystyrene, polyethylene, and the vinyls. Graphical and tabular data on several of the principally used resilient plastic package-cushioning materials are also given.

The report is available through the Office of Technical Services, U.S. Department of Commerce, Annex 1, Washington 25, D.C.

***Modern International Economics: A Balance of Payments Approach.* By Max J. Wasserman and Charles W. Hultman. Simmons-Boardman Publishing Corp. New York, 1962. 494 pp. $7.75.**

Written as an introductory text in international economics and trade, the book is also designed to serve the international businessman.

The authors chose the balance of payments framework because they felt it presents a concise view of the whole area of international economic relations in a few facts and figures. The book deals with the world monetary system, and offers explanations for the U.S. balance of payments deficits.

Also treated are: exchange rates; financing of international transactions; international investment; international economic theories; foreign economic policy as related to overall national policy; the new economic groupings in Europe and Latin America and the International Commodity Agreements; the problems of underdeveloped areas; and the monetary areas, such as the Sterling Area, the Franc Zone and the Escudo Area.

Each chapter concludes with an analytical bibliography of the most recent contributions to the area covered by the chapter.

It can be ordered from the Simmons-Boardman Publishing Corporation, 30 Church Street, New York 7, N.Y.

***Some Prominent Swedish Companies*: 1962. Published by P.A. Norstedt & Soner. Stockholm, $1.93.**

The 13th edition of the standard reference book in English, based on the Swedish Svenska Aktiebolag-Aktieägarens Uppslagsbok, has just been published. It presents the annual reports of 119 major companies, as against 109 last year.

***Foreign Agriculture*. A weekly magazine published by the U.S. Department of Agriculture. 15 cents per copy.**

In January, the USDA's Foreign Agricultural Service will begin publishing a new weekly magazine called *Foreign Agriculture*.

The new weekly will report and interpret news on foreign agricultural production and U.S. market development programs, world farm news, and international government policies and programs affecting U.S. farm trade.

Only U.S. magazine devoted to foreign agriculture, the new weekly will combine 2 former USDA periodicals, *Foreign Agriculture*, a 26-year-old monthly, and *Foreign Crops and Markets*, a 43-year-old weekly commodity report.

Subscriptions can be obtained from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C. Yearly subscription rate is $5.50, with an additional charge of $2.50 for foreign mailing. Single copies are 15 cents.

PRINTING EQUIPMENT GUIDE

Printing equipment manufacturers and suppliers who want to export south of the border may obtain a free listing in the 1963-64 **Buyers' Guide (Guia de Proveedores),** published in Spanish for the Latin American buyer.

To obtain a listing, write to George A. Humphrey, Editor, **El Arte Tipografico,** 61 Hilton Avenue, Garden City, N.Y., for a questionnaire. Information furnished on this form becomes the basis for listings in the **Guide,** which is distributed free to some 7,500 firms in Latin America's 20 republics.

U.S. bookseller founds Australian technical branch

John Wiley & Sons Australasia Proprietary, Ltd., a new service to the Australian book trade, will provide an immediate stock of U.S. scientific, technical and business books for distribution through booksellers to schools, colleges and libraries in Australia, New Zealand, Papua, Fiji, and New Guinea.

It is expected that the sales offices and warehouse will be located at 102 Alexandria Street, Crows Nest, Sydney.

This company will also serve at a future date as headquarters for an indigenous publishing enterprise in coordination with Wiley's other international facilities.

Booksellers in Australia have noted that in many colleges and universities over 80% of the scientific and technical books in use are imported from the U.S.

This is the third major overseas operation established by Wiley in the past 2 years. Both Wiley, Ltd., in London, and Editorial Limusa-Wiley, S.A., in Mexico City, are now in operation.

Expert exporters say:

". . . for expert export assistance, contact the nearest Department of Commerce Field Office."

Albuquerque, N. Mex., U. S. Courthouse, Phone: 247-0311, Ext. 386
Atlanta 3, Ga., 4th Fl., Home Savings Bldg., 75th Forsyth St., N.W., Phone: JAckson 2-4121, Ext. 6000
Boston 10, Mass., Room 230, 80 Federal St., Phone: CApitol 3-2312
Buffalo 3, N. Y., 504 Federal Building, 117 Ellicott St., Phone TL. 3-4216
Charleston 4, S. C., Area 2, Sergeant Jasper Bldg., West End Broad St., Phone: 722-6551
Cheyenne, Wyo., 207 Majestic Bldg., 16th & Capitol Ave., Phone: 634-2731
Chicago 6, Ill., Room 1302, 226 West Jackson Blvd., Phone: ANdover 3-3600, Ext. 743
Cincinnati 2, Ohio, 809 Fifth Third Bank Bldg., 36 E. Fourth St., Phone: DUnbar 1-2200, Ext. 345 & 346
Cleveland 1, Ohio, 4th Floor, Federal Reserve Bank Bldg., E. 6th St. & Superior Ave., Phone: CHerry 1-7900
Dallas 1, Tex., Rm. 3-104 Merchandise Mart, 500 South Ervay St., Phone RIverside 8-5611
Denver 2, Colo., 142 New Custom House, 19th & Stout Street, Phone: KEystone 4-4151, Ext. 598
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Kansas City 6, Mo., Room 2011, 911 Walnut Street, Phone: BAltimore 1-7000
Los Angeles 15, Calif., Room 450, Western Pacific Bldg., 1031 S. Broadway, Phone: RIchmond 9-4711, Ext. 1261
Memphis 3, Tenn., 212 Falls Bldg., 22 N. Front Street, Phone: JAckson 6-3426
Miami 32, Fla., 408 Ainsley Bldg., 14 N.E. First Ave., Phone: FRanklin 7-2581
Minneapolis 1, Minn., Room 304 Federal Bldg., 110 South Fourth Street, Phone: 339-0112
New Orleans 12, La., 1508 Masonic Temple Bldg., 333 St. Charles Ave., Phone: 529-2411, Ext. 6547
New York 1, N. Y., 61st Fl., Empire State Bldg., 350 Fifth Ave., Phone: LOngacre 3-3377
Philadelphia 7, Pa., Jefferson Bldg., 1015 Chestnut St., Phone: WAlnut 3-2400, Ext. 591
Phoenix 25, Ariz., New Federal Bldg., 230 N. 1st Ave., Phone: 261-3285
Pittsburgh 22, Pa., 1030 Park Bldg., 355 Fifth Ave., Phone: GRant 1-0800, Ext. 785
Portland 4, Oreg., 217 Old U. S. Courthouse, 520 S.W. Morrison St., Phone: CApitol 6-3361, Ext. 1421
Reno, Nev., 1479 Wells Ave., Phone: Fairview 2-7133
Richmond 19, Va., 2105 Federal Bldg., 400 North 8th St., Phone: 649-3611
St. Louis 3, Mo., 2511 Federal Bldg., 1520 Market St., Phone: MAin 1-8100
Salt Lake City 1, Utah, 222 S.W. Temple St., Phone: DAvis 8-2911, Ext. 341
San Francisco 11, Calif., Room 419 Customhouse, 555 Battery St., Phone: YUkon 6-3111
Savannah, Ga., 235 U. S. Courthouse and Post Office Bldg., 125-29 Bull Street, Phone: ADams 2-4755
Seattle 4, Wash., 809 Federal Office Bldg., 909 First Ave., Phone: MUtual 2-3300, Ext. 492

Canadian auto firms to be rewarded for stepping up exports in coming year

Incentive takes form of duty refunds on some items imported by firms selling more Canadian-made parts in foreign market

Moving to reduce an imbalance of trade in automobiles and parts, the Canadian Minister of Finance on October 29 announced an action designed to promote exports of Canadian-made automobile parts.

Automatic transmissions

The duty-free Order-in-Council provision for automatic transmissions, in effect for more than 10 years, was allowed to expire on October 31 and these imports reverted to the statutory tariff applied to parts not otherwise provided for. On imports from the U.S. and other most-favored-nation countries, this tariff is 25% ad valorem.

Now subject to the 25% duty are: transmissions and controls therefor, having automatic or semi-automatic drive-selecting devices, including overdrive-type transmissions; torque converters; air coolers; combinations and parts of all the foregoing.

Refunds

Each company importing such equipment and parts will be permitted a duty refund in the amount by which it increases its exports of Canadian-made automotive parts in the 12-month period ending Nov. 1, 1963, over parts exported in the 12-month period ending Nov. 1, 1962. Exports by Canadian automobile parts producers to foreign affiliates of Canadian automobile manufacturers will be included in the arrangement. This new provision was introduced for an initial period of 12 months.

From November 1, car manufacturers importing engines dutiable at 25% will also be able to take advantage of a refund provision based on an increase in exports of Canadian-produced parts. In this case, however, the refund will be limited to a maximum of 10,000 units for each automobile manufacturer.

Bladen recommendations

The measures are a partial implementation of recommendations by the Bladen Royal Commission on the Automotive Industry, pointing to sweeping changes in the Canadian tariff on automotive parts by tying application of the import tariff to Canadian production or exports. The Minister indicated that it would not be practical at this time to adopt all of the Bladen report proposals because of highly complex and technical questions regarding the relative position and prospects of various auto industry sectors. Such a move, he said, would require renegotiating important international (presumably GATT) commitments in the light of developments in trade and tariff policy in the U.S. and Europe.

Canada imported approximately $540 million of automotive vehicles and parts in 1961—parts accounting for more than $330 million. The new measures are offering substantial inducement for additional production and longer production runs of components that can be made most efficiently in Canada. The Minister said these measures are one step in the Government's longer-term program to bring Canada's international trade and payments into better balance, and to provide more jobs and production.

Further information on articles appearing in this department, and on current foreign government trade and investment regulations for all countries in the world, is available from the Office of Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C., or as indicated in individual stories.

Exports

Canadian exports of automotive parts amounted to about $22 million in 1961 and imports of automatic transmissions to about $33 million. To escape the duty altogether, importers of transmissions would have to increase exports of parts to approximately $55 million in the year ending Nov. 1, 1963. While the bulk of engines used in Canadian production are made in Canada, it is estimated that the duty on some 40,000 imported engines of a value of about $5 million might be remitted if there could be an equivalent increase in the export of parts. Canadian exports of parts to a total value of $60 million for the year ending Nov. 1, 1963 would therefore be required if full advantage were to be taken of both refund features.

The industry regards such an increase as difficult to accomplish in such a short period of time. To achieve it may require using U.S. subsidiaries in Canada for producing the entire supply of certain parts needed for the North American market. Alternatively, one leading Canadian automotive manufacturer has indicated it is considering the manufacture of automatic transmissions in Canada.

Panama duty changes due on soaps, paper, others

Panama is making several changes in its import tariff schedule, the U.S. Embassy in Panama City reports.

Duties are to rise on powdered soaps and detergents, toothpaste, various paper products, and certain pharmaceuticals and toiletries—items produced by Panamanian manufacturers. The present 10% ad valorem duty on imports of diesel oil, farm tractors, and certain other heavy machinery is being eliminated.

These changes—under Decree Law No. 19 of September 26—have not yet been published in the *Official Gazette* and will not become effective until 60 days after publication.

Further information on the new rates may be obtained from Department of Commerce field offices or from the American Republics Division, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Nicaragua shakes up property taxes, drops all June 30 income tax revisions

Government expands list of exemptions from taxes on personal property; 1959 income tax rates restored

Nicaragua has revised and reimposed laws of July 1962 governing taxation on personal property, real property, and transfers of real property (INTERNATIONAL COMMERCE, August 13, p. 37 and September 3, p. 42). At the same time a decree repealing in their entirety income tax reforms of June 30 has been issued. All changes became effective on October 2, the U.S. Embassy in Managua reports.

The personal property tax remains at 1%, payable only on personal property valued at more than 10,000 cordobas ($1,429) — previously 3,000 cordobas ($429). The cordoba level in this tax is a minimum, below which no taxes are paid and above which taxes are paid on the total amount.

More exemptions

The new personal property tax law expands the list of exempt personal property items. Previously, household furnishings, professional and trade tools, and libraries were exempt. In July the exempted list was expanded to include agricultural equipment and shares or ownership in companies either subject themselves to the tax or exempt from payment of the tax. The new law goes further in spelling out exemptions, adding vehicles, electrical appliances, sports equipment, records, paintings, statuary, and clothing.

Explicit

While the final version of the law is more explicit than previous laws in exempting categories of personal property from payment of the tax, the basis for assessment of the tax will probably be much the same as previously. The general practice has been to exclude items now exempt when calculating the amount of personal property.

The new real estate tax establishes 2 categories — owner-inhabited houses of urban taxpayers and pieces of land up to 10 hectares belonging to rural taxpayers, taxable at .5%; and all other real property, taxable at 1%. Previously, all real estate was taxed at 1%.

Realty categories

A minimum valuation of 10,000 cordobas ($1,429) has been set below which no tax is paid and above which taxes are paid on the total amount. The new law provides exemptions of 30,000 cordobas ($4,286) and 20,000 cordobas ($2,857), respectively, for first category real estate in the Managua National District, and real estate elsewhere in the country. Now eliminated is the clause permitting subtraction of the value of mortgages held against the taxpayer's real property when calculating taxable value.

The sliding scale of taxes on transfer of real estate by gift has been lowered for close relatives, ranging from 0 to 13%, depending on value. Previously, the over-all level of rates was 15% for close relatives. Rates in other categories of consanguinity remain unchanged. (Changes in the tax on transfer of real estate by sale and on legal document stamps were reported in INTERNATIONAL COMMERCE, October 22, p. 42).

Inheritance

Taxes on inheritance remain unchanged from 0 to 15% for close relatives and 0 to 34% for non-relatives. However, exemption for household furnishings and clothes in close-relative transactions have been raised from 5,000 cordobas ($714) to 10,000 cordobas ($1,429).

Now repealed is the income tax reform which raised tax rates from 4% on taxable income under 50,000 cordobas ($7,143) to 30% on taxable income of 500,000 cordobas ($71,429). Previous income tax legislation (FOREIGN COMMERCE WEEKLY, Apr. 27, 1959, p. 9) establishing rates of 4% on incomes less than 5,000 cordobas ($714) to 30% on amounts over 2,000,000 cordobas ($285,714) is again in effect.

Greece forges EEC links as fledgling associate member

Eventual full membership is agreement's objective

Greece is closely linked economically to the European Economic Community by the agreement of association which came into force on November 1. It provides for gradual establishment of a customs union, with mutual abolition of customs barriers and introduction of a common external tariff, and includes measures to harmonize the economic policies of both parties.

The EEC countries will immediately extend to Greece their own mutual tariff cuts of 50% on industrial and 35% on agricultural commodities, but because of differences in economic development, Greece is to lower her own tariff on imports from the Community much more slowly—over a period of 12 to 22 years.

Loans

Special financial aid to the Greek economy is to be provided in the form of loans—$125 million in annual installments during the first 5 years. The association's aim is for Greece to become eventually a full member of the Community, with all the rights and obligations that this implies.

Details of the Agreement may be found in FOREIGN COMMERCE WEEKLY, May 7, 1962, p. 817.

VIET-NAM: RUBBER

Vietnamese rubber production on major plantations for the period January-August 1962 declined 6.2% from the comparable period in 1961. At the same time rubber exports fell 21%. Rubber accounts for close to one-half of total exports.

Profits taxes cut on major items entering Iran

Raw materials, machinery among goods under new regulations

Imports of raw materials and machinery, as determined by Iran's Ministry of Industries and Mines, are now subject to generally lower commercial profits taxes under Iranian year 1340 import regulations rather than those announced in year 1341 (Mar. 21, 1962-Mar. 20, 1963) regulations. This was one of the important results of changes made by the Ministry of Commerce in year 1341 regulations (FOREIGN COMMERCE WEEKLY, May 21, 1962, p. 944).

Of interest to American suppliers is the elimination of the commercial profits tax (levied in addition to import duty) on agricultural tractors, reduction in the tax on glass dinnerware and cellulose plastic materials, and an increase in the tax on boilers and non-electric table, ceiling, and wall lamps.

Released

Commodities importable in year 1339 but prohibited under year 1340 regulations may now be released from customs provided they were shipped from the country of origin by Apr. 4, 1961 and arrived in Iran within the 3-month period provided. These goods will be released upon payment of customs charges and commercial profits taxes based on year 1339 regulations.

Further information on specific commodities may be obtained from the Near East-South Asia Division, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C., or from Department field offices.

El Salvador agency to spur industrialization

Accelerated industrial development and extension of industrial financing to private domestic, mixed and foreign industry in El Salvador are the announced goals of the recently created Industrial Development Institute (Instituto Salvadoreno de Fomento Industrial, INSAFI) of San Salvador, the U.S. Embassy reports.

Through INSAFI's Department of Industrial Promotion, the Salvadoran Government agency undertakes to assist foreign individuals and companies in contacting Salvadoran industrialists interested in joint ventures, licensing arrangements, and equity investment. The agency also will provide lists of feasible industries and literature on investment incentive and exchange control legislation, industrial statistics and other general investment information to guide potential local and foreign investors.

INSAFI extends loans for private industrial development projects and invests in joint ventures with foreign companies with the understanding that Government shares later will be sold to the private sector.

Saudi Arabia to go under metric system in May 1964

Saudi Arabia will officially come under the metric system on May 12, 1964.

The Government decree announcing the forthcoming move also provides that all goods offered for sale in Saudi Arabia must bear their net metric measurement in a conspicuous place on the container. Goods from the United States should include the metric measurement.

BELGIUM: INTEREST RATES

Further cuts in interest rates on industrial loans have been effected (September 28) by the Societe Nationale de Credit a l'Industrie (SNCI), according to *Business Memo from Belgium* (Belgian Industrial Information Service). Under the changes — which followed earlier cuts of June 15—interest rates now are 5.2% for less than 3 years; 5.4% for 3 to 5 years; 5.5% for 5 to 10 years; and 5.6% for more than 10 years. New industrial investments may also benefit under July 1959 legislation from reductions up to 4% on 3 to 5-year loans, depending on location.

Goods worth less than $77 now need Congo license

Importation into the Congo (Leopoldville) of goods valued at less than 5,000 Congolese francs ($77) now requires an import license issued by the Licensing Office, the Monetary Council has announced. The Council is a United Nations-supervised organization acting as the Congo's interim national bank.

The old method, in which a license for the importation of merchandise valued at less than 5,000 francs could be validated by an approved bank, is still in effect for commodities to be used by the Congo's exporting and processing industries and for certain categories of goods not to be resold, the U.S. Embassy in Leopoldville reports.

'BLEU' BEING UPDATED

A revision of the 1921 treaty which set up BLEU (Belgium-Luxembourg Economic Union) will be signed in Brussels next month, according to *Business Memo from Belgium* (Belgian Industrial Information Service). Changes—designed to adapt BLEU to "the existence of Benelux and the European Economic Community" —include creation of a Council of Ministers, a joint administrative committee and a Customs Council. Two separate protocols will deal with free trade in agricultural commodities and the common Belgium-Luxembourg monetary regime.

GUATEMALA: TREATY MOVE

Guatemala has announced that imports from Central American countries will not be subject to exchange control regulations (INTERNATIONAL COMMERCE, October 29, p. 22), in accordance with treaties creating the Central American common market, the U.S. Embassy in Guatemala City reports. The Bank of Guatemala will grant exchange and import licenses without restriction to cover all Central American imports.

Foreign Contract Awards

Described below are recent contract awards for construction work and supply of equipment, materials and services. Although most of the work will be performed by the contracting parties, additional firms may be called upon to furnish assistance or services.

Supplemental information may be obtained on items designated by a star (★) from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C.

HONG KONG—List of **successful bidders** for various Government tenders available. List includes names and addresses, award dates, types of product, and contract amounts. ★

PAKISTAN—Department of Investment Promotion and Supplies has issued circular notice furnishing **details on award** of tender No. 3/AID/1003/66564/PADC 62/45. Copy available. ★

Nigeria requests bids on delta power station

The Electricity Corporation of Nigeria is requesting bids for supply, delivery, erection, and maintenance for 12 months of 1 complete gas turbine power project to be installed near Ughelli, Nigeria.

Included will be 3 20,000 kw. gas turbines and all mechanical, electrical, and civil engineering and building works.

Bid deadline is Jan. 31, and Eximbank, Washington, D.C., is considering financing the project.

Specifications will be available Nov. 19 for $70, nonrefundable, from the London Representative, Electricity Corp. of Nigeria, Adelphia, John Adam St., London, W.C.2; or the Secretary, Electricity Corp. of Nigeria, 13 Broad St., P.M.B. 2030, Lagos, Nigeria.

Australia invites bids for pumping units

The Snowy Mountain Hydro-Electric Authority has announced that bids will be accepted until Jan. 18 for the following items under tender M131: 4 pumping units, vertical submersible emergency 6,060 g.p.m., 52 ft. TDH, 415 v. submersible motor; 4 pumping units, vertical submersible drainage 1,200 g.p.m., 63 ft. TDH, 415 v. submersible motor; 4 pumping units, vertical submersible dewatering 2,820 g.p.m., 283 TDH, 3,300 v. submersible motor; each unit with strainers, waterproof cable, and accessories.

Specifications are available on a short loan basis from General Industrial Equipment & Components Division, BDSA, Department of Commerce, Washington 25, D.C. (telephone WOrth 7-5589).

Arrow root, barley seed bids requested by Ceylon

The Ministry of Health, Colombo, wishes to purchase up to 12,000 pounds of arrow root packed in 1-lb. tins, 10,800 pounds of barley seeds packed in paper-lined gunny bags in 56-lb. bags, 120,000 pounds of malted milk pack cans of 36-lb. tins.

Tenders should be enclosed in sealed covers marked "Tender for the supply of arrow root, barley seed, or malted milk due 10 a.m. 28/12/62."

Prices should be quoted in U.S. dollars and Ceylon currency.

Tenderers in position to extend special credit terms are invited to submit alternative quotations: Quotations based on regular terms or on special credit terms. Sources of credit should be indicated—i.e., whether direct for the tender or through a government or institutional credit scheme.

Duration of credit should be at least 5 years.

Rate of interest should be stated, and prices should be quoted c.&f. Colombo.

All prices should be effective for at least 2 months from date of closing of tenders.

Copies of the above-mentioned tender schedules may be obtained from the Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington 8, D.C.

Fatty acid plant wanted in Burma

The Revolutionary Government of the Union of Burma is requesting tenders for a complete 40-ton per 24-hour capacity fatty acid hydrogenation plant with auxiliary units or the following individual units:

Complete fat splitting unit; high vacuum fatty acid distillation unit with dowthern heating system and accessories; hydrogenation autoclaves for catalytic hydrogenation of distilled fatty acid with accessories and finishing equipment; complete unit for acidulation of soap foots; electrolytic unit for H_2 production with high and low pressure storage facilities, compressures; boiler 5 tons per hour at 300 p.s.i., electrical cables and switch gear, 3 centrifugal pumps with 600/650 g.p.m. capacity, 130/140 ft. T.H. and laboratory apparatus—API/ASME/BSS or accredited international standards where applicable.

Bid deadline is 4 p.m. Jan. 10.

Tenders and communications should be addressed to Executive Director, Industrial Development Corp., 53 Pyidaungsu Yeiktha Rd., Rangoon, telephone 17335, cable INDECOR.

Tender documents from Burma are available on a short loan basis from the General Industrial Equipment & Components Division, BDSA, Department of Commerce, Washington 25, D.C., telephone WOrth 7-5589.

Radio-television equipment bids asked by South Korea

The Government of the Republic of Korea is inviting bids for the supply of audiocontrol equipment for studios including 3 consoles, 5 consolettes, 10 turntables, 20 AM-FM all-wave receivers, 55 amplifiers, 60 speakers, 20 FM broadcast monitors, 200 microphones, 50 headsets, 40,000 ft. of conductor cable, and other accessories such as connectors, terminals, transformers, and attenuators.

Intended procurement includes 10 diesel generating sets, various measuring and test instruments, 949 transmitting tubes, 5,194 receiving tubes, and large quantities of spare parts, such as resistors, capacitors, rectifiers, relays, sockets, connectors, reactors, and plugs, for specified electronic equipment including recorders, TV transmitters, TV studio equipment, and a field TV camera.

Bid deadline for this invitation KFX-2118-S, project 62-62, is Nov. 30.

Copies of tender documents, specifications, and instructions may be obtained from Chung Soo Park, Procurement Attaché, Korean Embassy, 2320 Mass. Ave., Washington 8, D.C.

Copies also are available for review in Electronics Division, BDSA, Room 4125, Department of Commerce, Washington 25, D.C. (telephone WOrth 7-2334).

Greece invites tenders for chemical instruments

The Greek Ministry of Commerce is inviting bids for 500 sets of chemical instruments for teaching chemistry in elementary schools.

Each set contains 34 items, including various flasks, beakers, glass tubes, glass rods, test tubes, crystallizers, and porcelain crucible—estimated value $21,000.

Bid deadline is Dec. 24.

Bids are to be addressed to and bid forms may be obtained from Direction General of Procurements, Direction C' State Purchases, 50 Socratous St., Athens.

Correspondence should cite ref. 318-168/23101 and invitation to tender C/714.

A copy of the tender notice is available for review only from the Scientific, Photographic & Business Equipment Division, BDSA, Department of Commerce, Washington 25, D.C.★ (telephone: WO 7-2312).

Radio communication systems wanted for New Zealand

The Director-General (Stores Division), General Post Office, Wellington, is inviting bids for supply, delivery, installation, and testing of 2 broad-band multichannel microwave relay radio communication circuits between Wellington and Christchurch and between Christchurch and Dunedin.

These facilities are required to meet the demand for trunk circuits in New Zealand.

The minimum ultimate capacity of the systems over each route will be at least 6 2-way broad-band channels, each capable of carrying at least 600 telephone channels at 4 kc. spacing.

Manufacturers should submit a separate quotation for each system.

Present plans include 17 proposed microwave transmitting and receiving stations, frequencies available in the 1,700-2,300 mc., 3,800-4,200 mc., or 5,925-6,425 mc. bands.

Contract terms include the initial survey and any tests required to confirm tentative sites; erection of towers, antennas, and feeder systems; supply of spare parts; provision of manuals; and the training of the New Zealand staff.

Bid deadline under tender G.P.O. 150/6980 is Feb. 1.

Copies of tender documents and specifications, including terrain contours, are available from the New Zealand Senior Trade Commissioner, 1145 19th St., NW., Washington 6, D.C.

Interested U.S. firms may also review the specifications and bidding instructions in the Electronics Division, BDSA, Room 4125, Department of Commerce, Washington 25, D.C. (telephone WOrth 7-2334).

Burma requests bids on 2 sugar factories

The Government of Burma is inviting tenders for 2 sugar factories, each with a crushing capacity of 1,500 long tons of sugarcane a day.

Each factory should contain a complete set of equipment for cane handling within the factory (bullock carts, motor trucks, railway wagons); a cane milling and processing plant with iron and steel structures; a steam generating plant; an electrical power generating station; factory buildings for bagasse storage, workshop, laboratory, molasses tanks; auxiliary services such as water supply fire protection, compressed air supply, sanitary services, sewer and waste disposal, transportation of materials; equipment for a workshop to maintain and repair machinery, laboratory equipment and chemicals for one crushing season.

Bid deadline is Jan. 31.

Tenders should be addressed to Executive Director, Industrial Development Corp., 53 Pyidaungsu Yeiktha Rd., Rangoon.

Tender documents may be borrowed on short term loan from the General Industrial Equipment & Components Division, BDSA, Department of Commerce, Washington 25, D.C., telephone WOrth 7-5589.

South Korea invites bids on radiotelephone equipment

The Government of the Republic of Korea is inviting bids for supply of radiotelephone equipment including 3 base station single sideband transceivers, 3 mobile station single sideband transceivers, SHF radiotelephone link equipment (central terminal to overseas transmitters and receivers), 4 sets UHF transmitting receiving equipment for 12-channel multiplex circuits, 4 sets telex exchange equipment, 20 sets telex subscribers equipment, 1 multiplex automatic request (MUX/ARQ) terminal, antennas, 2 5-kw. diesel power engines, and other accessories and spare parts.

Bid deadline under invitation KFX-2124-S is Dec. 6.

Copies of the tender documents, specifications, and instructions may be obtained from Chung Soo Park, Procurement Attaché, Korean Embassy, 2320 Mass. Ave., N.W., Washington 8, D.C.

A copy is available for review in the Electronics Division, BDSA, Room 4125, Department of Commerce, Washington 25, D.C.

Harbor development bids extended by Philippines

Bid deadline on the invitation for tubular steel piles for Manila Harbor Development has been postponed from Nov. 12 to 10 a.m. Dec. 12.

Interested parties must be prequalified before they can be issued an invitation to bid.

Application for prequalification must be submitted by Nov. 26 to DPWC Foreign Loan Office (Attention: Jose S. Arvisu), Embassy of the Philippines, 1617 Mass. Ave., NW., Washington 6, D.C.

New Zealand invites bids on submarine sewer outfall

Gisborne City Council is inviting tenders for construction and installation of a submarine sewer outfall to serve Gisborne City, New Zealand.

The outfall pipe is to be a continuous 30-in. internal diameter pipe about 6,000 ft. long, fitted with a diffuser section at its seaward end and the major part of its length buried below the sandy sea bed.

Plans and specifications are available from Gisborne City Council to bona fide contractors and related manufacturers or suppliers upon deposit of a sum of N.Z.£5.

Bid deadline is Feb. 4.

Copies of plans and specifications are also available for inspection in Building Materials & Construction Industries Division, BDSA 306, Room 4002, Department of Commerce, Washington 25, D.C.

Moroccan firm requests sugar handling equipment

The American Consulate General in Casablanca has advised that a local firm wishes to contact U.S. manufacturers of raw sugar handling equipment producing a machine fed by a conveyor belt that projects by centrifugal force the raw sugar into a storage area.

The distance sugar is projected is to be controlled by varying motor speed or other appropriate means.

Interested parties may forward offers, catalogs, and other appropriate information to the General Industrial Equipment & Components Division, BDSA 323, Department of Commerce, Washington 25, D.C., for transmittal to the consulate in Casablanca.

Bus material bids wanted by Ceylon

The Ceylon Transit Board is inviting bids on 21 shapes of aluminum extrusions of various lengths for bus bodies.

Deliveries are to be made at the rate of about 35,000 pieces a year for the 4-year period 1963-66.

Bid deadline is Dec. 12, and bidding is to be worldwide.

Tenders should be addressed to Chairman, Tender Board, Ceylon Transit Board, Kirula Rd., Narahenpita, Colombo.

Copies of the bid tender and drawings are available in the Aluminum & Magnesium Division, BDSA 317, Department of Commerce, Washington 25, D.C.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ indicates tenders invited by foreign borrowers under Agency for International Development (AID) loans. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington 25, D.C., Room 4016, Telephone WO 7-4675.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicate opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing International Activities Staff, Attention E. Craig Wilton, BDSA, Department of Commerce. NCIA following indicates no commercial information available. If copies of the interview report from which these opportunities were developed are desired, please indicate I.R. number in request.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.

010 Commercial Farm Products

England

Wool, cotton. Direct purchase and agency. Ullmann & Sons, Ltd. (wholesale merchant), 9 Staveley Rd., Shipley, Yorkshire. WTD 11/5/62.

Philippines

★★ Soybeans, Ill. No. 2 for seed purposes, ½ ton, prices f.o.b. point of supply or c.i.f. Cebu City. Margarito Ortega, corner Magallanes-Panganiban St., Cebu City. NCIA. I.R.-104.

Surinam

Live animals for pets, particularly canaries, small breed pedigreed dogs, peacocks, aquarium fish. R.M. Oudsten Trade Enterprises (importer), Jodenbreestraat 42, P.O. Box 727, Paramaribo. WTD 9/26/62.

072 Animal Husbandry Services

Philippines

★★ Rancher seeks technical know-how in dairy farming, cattle ranching. Cesar Peralta, P.O. Box 68, Bacolod City. I.R.-155.

200 Food

Germany

Dried fruit, canned foods, honey. Gerhard Gieschen (importer, wholesaler), Bremen, Am Wall 93/95.

Surinam

Foods, especially candy, chocolate, biscuits, crackers, canned vegetables, canned meat. Hardew Singh (importer, agent, wholesaler), Maagdenstraat 34, P.O. Box 159, Paramaribo.

201 Meat Products

Iran

Extra fancy tallow. Mahmoud Hassan-Zadeh (importer, wholesaler), Seraye Hajimatquli, Tabriz. WTD 10/30/62.

Philippines

★★ Baby chicks. Distribution, A & P Enterprises, Liloan, Cebu. NCIA. I.R.-116.

202 Dairy Products

Austria

Powdered milk of whole, skim milk; ice cream bases of various kinds, flavors. A. Bonomi & Co., Komm. Ges. (importer, wholesaler, agent), Ehrenfelsgasse 3, Vienna XII.

Burma

Milk products, condensed, evaporated, malted, skimmed, powdered, full cream, butter, cheese; packing instructions: skimmed, powdered milk in 56 lb. bags; full cream milk in 28 lb. tins; condensed, evaporated, butter, cheese, full cream 48 1 lb. tins in fiber cartons or deal wood boxes. U. Sein Gyi & Co. (importer, wholesaler, retailer, exporter, commission agent), 138 26 St., Rangoon. WTD 10/30/62.

203 Canning, Preserving Fruits, Vegetables, Seafood

Burma

Dried, canned fruits; packing instructions: Dried fruits in bulk packing 25 lb. in fiber containers or wooden boxes; canned fruits in 1 or 2 lb. tins, 24 tins in fiber containers. U. Sein Gyi & Co. importer, wholesaler, retailer, exporter, commission agent), 138 26 St., Rangoon. WTD 10/30/62.

Norway

Yellow peas, very large, packaged or in bulk. Direct purchase and agency. Unil A/S (purchasing organization), 1 Prinsengate, Oslo. WTD 10/26/62.

South Africa

Dried peas, beans, lentils, each in 25 ton lots, shipment in hessian bags of approx. 150 lb. each desired; requests price quotations c.i.f. Cape Town in South African rands (1 rand=$1.41 approx.). Victory Mills Pty., Ltd. (manufacturer, distributor), P.O. Box 105, Worcester, C.P.

204 Grain Mill Products

Burma

Wheat grain, wheat flour, barley, oats in 150 lb. jute bags. U. Sein Gyi & Co. (importer, wholesaler, retailer, exporter, commission agent), 138 26 St., Rangoon. WTD 10/30/62.

Hong Kong

Poultry or broiler feed. Blair & Co., Ltd. (importer, exporter, manufacturer's agent), Union House, Hong Kong. WTD 8/9/62.

Philippines

★★ Poultry feed wholesaler wants U.S. feeds (has storage problem since Manila-made feeds spoil after 30-60 days of storage). Edsons Poultry & Farm Supply, 254 Uyanguren St., Davao City. NCIA. I.R.-158.

South Africa

Concentrated animal feeds, shipment in hessian bags desired; white milled rice in 25 ton lots; pearl barley in 100 ton lots, shipment in hessian bags of approx. 150 lb. each desired; requests price quotations c.i.f. Cape Town in South African rands (1 rand=$1.41 approx.). Victory Mills Pty., Ltd. (manufacturer, distributor), P.O. Box 105, Worcester, C.P.

Surinam

Food for canaries, dogs, peacocks, fish, other pets. R.M. Oudsten Trade Enterprises (importer), Jodenbreestraat 42, P.O. Box 727, Paramaribo. WTD 9/26/62.

Zanzibar

Bulk rice. Rughani Bros. (importer, exporter), P.O. Box 434, Zanzibar. WTD 7/27/62.

209 Miscellaneous Foods

Germany

Alfalfa, sage, clover, orange honey; requests samples, price quotations f.o.b. San Francisco or c.i.f. German seaport. Albert Johann Meyer (importer, wholesaler, sales agent), Bremen Slevogtstr. 54-56. WTD 4/2/62.

Iran

Prime bleachable summer yellow cottonseed oil, 600,000 kg.; refined soybean oil, 250,000 kg. Food & Chemical Co. (government agency), Avenue Saadi, Tehran.

212 Cigars

Australia

Cigars of average to good quality, especially panatela size. Direct purchase and agency. Tallerman & Co. Pty., Ltd. (importer, wholesaler, manufacturer's agent), 60-62 York St., Sydney. WTD 11/1/62.

220 Textile Mill Products

Australia

Cotton, rayon, mixed fiber fabrics for ladies' dresses; average to good quality. Direct purchase and agency. Tallerman & Co. Pty., Ltd. (importer, wholesaler, manufacturer's agent), 60-62 York St., Sydney. WTD 11/1/62.

Burma

Fancy shirtings, width 36-42", 100% cotton, cotton/polyester fiber mixed; polyester fiber suitings, width 58". San Trading House (importer, wholesaler, retailer, exporter, commission agent), 96/98 30 St., Rangoon. WTD 10/10/62.

England

All kinds of yarns, textiles, wool, cotton, manmade fibers. Direct purchase and agency. Ullmann & Sons, Ltd. (wholesale merchant), 9 Staveley Rd., Shipley, Yorkshire. WTD 11/5/62.

Surinam

Textile piece goods; popular priced cotton, fancy fabrics for women's dresses. Direct purchase and agency. Nasser Issa, The Lucky Store (importer, agent, retailer), Zwartenhovenbrugstraat 136, Paramaribo. WTD 10/1/62.

221 Broad Woven Fabric Mill Products, Cotton

Surinam

Cotton fabrics, popular priced, white, dyed, printed. Hardew Singh (importer, agent, wholesaler), Maagdenstraat 34, P.O. Box 159, Paramaribo.

223 Broad Woven Fabric Mill Products, Wool

Philippines

★★ Woolen goods for use in manufacture of wool sweaters. Trans World Trading Co., 453 Plaza del Conde, Manila. WTD 8/10/62. I.R.-303.

224 Narrow Fabrics, Other Smallwares Mill Products

Philippines

★★ Cotton yarns for weaving into cloth-white, dyed by kilo. Panay Cottage Industries, 183 Molo St., Iloilo City. NCIA. I.R.-99.

226 Dyeing, Finishing Textiles

Philippines

★★ Cloth remnants. Agency only. Washington Tailors, 526 Iznact St., Plazoktu Gay. NCIA. I.R.-100.

229 Miscellaneous Textile Goods

Austria

Artificial leather for shoe, clothing industry; bag, purse making; upholstery for furniture, cars. Uniplastik, Leopold T. Herzog (importer, wholesaler), Neustiftgasse 133, Vienna VII.

Philippines

★★ Cotton remnants. Direct purchase. Gumban Corn Mill, 422 E. Lopez St., Jaro, Iloilo City. I.R.-132.

230 Apparel

England

All types of apparel in wool, cotton, manmade fibers. Direct purchase and agency. Ullmann & Sons, Ltd. (wholesale merchant), 9 Staveley Rd., Shipley, Yorkshire. WTD 11/5/62.

Surinam

Men's, women's undergarments, popular priced. Direct purchase and agency. Nasser Issa, The Lucky Store (importer, agent, retailer), Zwartenhovenbrugstraat 136, Paramaribo. WTD 10/1/62.

Men's readymade clothes; women's blouses, accessories; underwear for men, women, children. Hardew Singh (importer, agent, wholesaler), Maagdenstraat 34, P.O. Box 159, Paramaribo.

233 Women's, Misses', Juniors' Outerwear

Philippines

★★ Clothing wholesaler interested in secondhand dresses. Botica Cabrera, 714 Martin St., Davao City. WTD 1960. I.R.-152.

239 Miscellaneous Fabricated Textile Products

Iran

Individual tents, 50,000 pieces. Medo-Chimi Co., Ltd. (importing firm), Serai Homayoun, Ave. Babe Homayoun, Tehran. WTD 6/8/61.

251 Household Furniture

Austria

Small items of furniture; requests replies in German. F. Koller, Spedition und Moebelhaus (sales agent, retailer, forwarding agent), Graz, Volksgartenstrasse 8.

262 Paper Mill Products

New Zealand

● Printing paper: 4,400 reams esparto MF printing, white; 140 tons esparto MF printing in rolls; 50 reams supercalendered printing, white; 13,000 reams woodfree printing paper, surface sized; 415 reams colored groundwood printing paper, glazed; 20,000 lb. white groundwood printing paper in rolls. Tender PX 4476, bid deadline Dec. 10. Government Printing Office, Waterloo Quay, Wellington. Copies of specifications available from G. R. V. Hope, New Zealand Senior Trade Commissioner, 1145 19th St., NW., Washington 6, D.C.

264 Converted Paper, Paperboard Products

Ceylon

Paperboard, 1/32" thick cut to size 4 11/16" long and 2 1/32" wide, scored as per sample; intended for manufacture of match boxes. Lanka Light, Ltd. (manufacturer), 81 Koralawella, Moratuwa. WTD 9/20/62. Sample available on loan from Trade Opportunities Staff, BDSA 111, Room 4016 or WO 7-4675. ★

Norway

Teletype paper without carbon paper. A/S Norsk Farvebaandfabrik (manufacturer, distributor), 8 Akersgaten, Oslo. WTD 10/24/62.

Philippines

★★ Wallpaper, exclusive agent. Pacific Marketing, CNS Bldg., Colon St., Cebu City. NCIA. I.R.-293.

265 Paperboard Containers, Boxes

Philippines

★★ Lime, phosphate wholesaler needs plastic lined kraft bags to use in shipment of lime, phosphates. Twelve Stars Mining Corp., Milagros Bldg., Bacolod City. NCIA. I.R.-101.

270 Printing, Publishing

Australia

Books, magazines on marketing, advertising, art design. Merchandising & Specialised Book Service (importing distributor, commission merchant), P.O. Box 308, South Melbourne, Victoria. WTD 10/8/62.

280 Chemicals, Related Products

France

Protective coatings, plastic, other categories, for permanent, temporary protection of metals of all types against corrosion, oxidation, scaling; liquid coating of lining compounds suitable for prompt application with spray guns on metal, wood, other materials; products easily stripped off by shreds when recoating is required preferable; insulation adhesives of new kinds for use on metal, other materials, requests replies in French. Direct purchase and agency. Société Immobiliere & Commerciale de l'Ouest de la France (SICOF) (manufacturer, wholesaler, exporter), La Copechagniere, Vendee. WTD 10/31/62.

281 Industrial Chemicals

Brazil

Ammonium sulfate, diethylene glycel, potassium chloride (muriate), phosphates for fertilizers. Direct purchase and agency. Scanbras-Industrial e Comercial S.A. (manufacturer's agent, importing distributor), Rua Marques de Itu 70, Caixa Postal 8178, São Paulo. WTD 9/17/62.

Ceylon

Finely powdered roll sulfur for match industry; price quotations, samples requested. Lanka Light, Ltd. (manufacturer), 81 Koralawella, Moratuwa. WTD 9/20/62.

Germany

Heavy chemicals of all kinds used in hard coal mining, metal industry; requests replies in German. Direct purchase and agency. Chemische Fabrik Dr. Reininghaus (manufacturer, importer, exporter, wholesaler), 61-65 Kaiserstr., 433 Muelheim/Ruhr. WTD 10/25/62.

Pakistan

Dyes, pigments used in tanning, textile, paint, varnish industries. Direct purchase and agency. Asian Trade Center (importing distributor), Munshi Chambers, Lake Rd., P.O. Box 279, Lahore. WTD 10/25/62.

■ Various coal tar dyes. Loan 53; U.S. source. IL 264543. Bid deadline Dec. 12. Rainbow Colour Co. (Pakistan), Tanbazar, Narayanganj, E. Cable: VATDYESM Narayanganj. ★

■ Coal tar dyes, including those for textile printing but excluding sulfur black. Loan 53; U.S. source. IL 218365. Credit amount $5,208. Bid deadline Dec. 15. Lakhany Silk & Cotton Mills, Bunder Rd., Karachi. ★

■ Chemically reactive dyestuffs. Loan 53; U.S. source. IL 204556. Credit amount $5,250. Bid deadline Dec. 10. Royal Paint Industries, Shakhupura Rd., Shahdara, Lahore.

■ Chemically reactive dyestuffs. Loan 53; U.S. source. IL 229732. Credit amount $7,850. Bid deadline Dec. 13. Rashid Textile Mills, Ltd., 140 Bunder Rd., Karachi. Cable: TRUEMILL. ★

■ Pigments. Loan 53; U.S. source. IL 225578. Credit amount $33,790. Bid dead-

line Dec. 14. Buxly Paints, Ltd., P.O. Box 5086, Karachi 2. Cable: BUXLY. ★

■ Chemically reactive dyestuffs. Loan 53; U.S. source. IL 229377. Credit amount $12,180. Bid deadline Dec. 14. Universal Dyes & Chemicals, Rampart Row, Karachi. ★

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

Austria

Plastic materials for shoe, clothing industry; bag, purse making; upholstery for furniture, cars. Uniplastik, Leopold T. Herzog (importer, wholesaler), Neustiftgasse 133, Vienna VII.

England

All kinds of manmade fibers for textile manufacture. Direct purchase and agency. Ullmann & Sons, Ltd. (wholesale merchant), 9 Staveley Rd., Shipley, Yorkshire. WTD 11/5/62.

283 Drugs

Burma

Patent medicines, antibiotics, injections, ointments for tropical diseases. Maha Soe Co. (importer, exporter, general merchant, commission agent), 495 Merchant St., Rangoon. WTD 8/15/62.

Germany

Halibut liver oil (USP) with guaranteed vitamin A content, other fish oils; requests price quotations c.i.f. or c. & f. Bremen. Direct purchase and agency. Bremer Tran- & Oelhandel Henry Lamotte (manufacturer, importer, exporter), Bremen, Hohentorshafen/Dreieck.

Pakistan

■ Medicinal, pharmaceutical preparations. Loan 53; U.S. source. IL 260657. Bid deadline Dec. 10. S.J. & G. Fazul Ellahie, Ltd., P.O. Box 272, 16 Agrabad Commercial Area, Chittagong. Cable: FAZLELAHI. ★

■ Pharmaceutical, medicinal preparations. Loan 53; U.S. source. IL 185875. Credit amount $5,670. Bid deadline Dec. 12. Gopi Pharmacy, J.M. Sen Ave., Chittagong, E. ★

■ Pharmaceutical, medicinal preparations. Loan 53; U.S. source. IL 215800. Credit amount $5,762.64. Bid deadline Dec. 13. Universal Medicine Co., Campbell St., Karachi. Cable: UNIMEDCO. ★

■ Medicinal, pharmaceutical preparations. Loan 53; U.S. source. IL 211731. Credit amount $9,093. Bid deadline Dec. 13. Pak Chrome Leather Co., G-11, S.I.T.E., P.O. Shershah Colony, Karachi 28. ★

■ Medicinal, pharmaceutical preparations. Loan 53; U.S. source. IL 260204. Credit amount $10,290. Bid deadline Dec. 12. Gajendra Kumar Saha & Sons (Pakistan), Ltd., Gajendra Mangal Saha Rd., Mymensingh, E. Cable: GAJENDRA. ★

Philippines

★★ Manufacturer of pharmaceuticals wishes to purchase ethical pharmaceuticals to complement others they now manufacture. A.R. Drug Store, Colon St., Cebu. NCIA. I.R.-110.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Philippines

★★ Pharmaceutical manufacturer interested in cosmetic material for local manufacture of finished product. A.R. Drug Store, Colon St., Cebu. NCIA. I.R.-110.

285 Paints, Varnishes, Lacquers, Enamels

Germany

Paint that will withstand mixture of condensed water and oil in shifting gears. Gustav Adolf Boddenberg (importing distributor), 15a Suedstr., 401 Hilden/Rhld. WTD 10/25/62.

287 Agricultural Chemicals

Burma

Fertilizers in 112 lb. jute bags. U. Sein Gyi & Co. (importer, wholesaler, retailer, exporter, commission agent), 138 26 St., Rangoon. WTD 10/30/62.

Germany

New acting agents or finished products in plant protection field. Riedel-de Haen A.G. (manufacturer, importing distributor), Seelze/Hannover. WTD 2/5/62.

Iran

● Ammonium phosphate, 11-14% P N, 46-48% P_2O_5 1,000 tons; potassium sulfate, 50% K_2O, 500 tons; potassium muriate, 60% K_2O, 200 tons. Bid deadline Dec. 8. Iran Sugar Corp., Villa-Khoshbin Ave., Tehran. Specification in French. ★ (WO 7-2008.)

Philippines

★★ Agricultural insecticides. Emphasis Enterprises, Mabolo, Cebu City. NCIA. I.R.-141.

★★ Insecticides, deodorants, germicides. Hap Seng Construction Supply, 170 Echague, Manila. NCIA. I.R.-305.

289 Chemical Products

Philippines

★★ Insecticide paints, flykillers. Hee Acusar, 11 Legaspi St., Cebu City. I.R.-128.

301 Tires, Inner Tubes

Germany

Full range of rubber tires for automobiles, trucks; requests replies in German. Direct purchase and agency. Bodo Falk & Co. (wholesaler), 54 Moltkestr., Koeln.

Philippines

★★ Tires, inner tubes. Direct purchase. Super Vulcanizing Service, 2091 Esguerra Ext., Sta. Ana, Manila. I.R.-301.

307 Miscellaneous Plastics Products

Canada

Plastic kitchenware. Exclusive distributorship. C.H.S. Garling, British Mercantile Co., Ltd. (importer, exporter, distributor, commission merchant), 720 West Hastings St., Vancouver 1, B.C. WTD 10/22/62.

Germany

Plastic kitchen, household equipment. Direct purchase with sole distribution rights or exclusive agency for West Germany and possibly all EEC countries. Heinz Huettebraeuker (manufacturer), 5994, Oberrahmede/Westf. WTD 7/31/62.

311 Leather Tanning, Finishing

Austria

Upper, lining leather of all kinds; leather for bag, purse making, portfolio, bookbinding. Direct purchase and agency. Kurt E. Mueller, Ledergrosshandlung (importer, wholesaler, agent), Westbahnstrasse 33, Vienna VII.

Netherlands

Leather for shoe industry. N.V. Ackermans Lederfabriek en Handelsmaatschappij (manufacturer, wholesaler), 117 Wilhelminapark, Tilburg.

313 Boot, Shoe Cut Stock, Findings

Philippines

★★ Shoe manufacturer seeks leather, American-made logging boots. Coing's Shoes & Leather Products, San Pedro Corner P. Reyes, Davao City. I.R.-157.

314 Footwear

Surinam

Shoes for men, women, children, babies, popular priced, seconds. Nasser Issa, The Lucky Store (importer, agent, retailer), Zwartenhovenbrugstraat 136, Paramaribo. WTD 10/1/62.

322 Glass, Glassware

Australia

Domestic, kitchen glasswear of average to good quality. Direct purchase and agency. Tallerman & Co. Pty., Ltd. (importer, wholesaler, manufacturer's agent), 60-62 York St., Sydney. WTD 11/1/62.

South Africa

Domestic cut glass. Heynes Mathew, Ltd. (manufacturer, distributor), P.O. Box 45, Observatory, Cape Town.

326 Pottery, Related Products

Pakistan

● Supply of 40,000 11 kv. pocelain pin insulators complete with pin, 15,000 11 kv. procelain disc insulators. Tender 702/DS/47/AR-10/62-63, bid deadline Dec. 3. Director Stores, Electricity (Operation Branch), West Pakistan Water & Power Development Authority (WAPDA), Gharat Bldg., Lahore. Specifications for review only in Room 4217, Department of Commerce, Washington 25, D.C. ★ (WO 7-4242.)

South Africa

Domestic pottery. Heynes Mathew, Ltd. (manufacturer, distributor), P.O. Box 45, Observatory, Cape Town.

Surinam

Dishes, tableware. Hardew Singh (importer, agent, wholesaler), Maagdenstraat 34, P.O. Box 159, Paramaribo.

331 Blast Furnace; Steel Works; Rolling, Finishing Mill Products

India

■ Steel materials, such as plates, sheets, approx. 14,000 metric tons. Tender S-31; bid deadline Dec. 24. Rolled through section of steel bars, approx. 16,000 long tons, suitable for fabricating into crossing sleepers (switch ties). Tender Track-2; bid deadline Dec. 31. Refs. D/ENQ/591, 592. U.S. source. Director, Railway Stores, Railway Board, Ministry of Railways, New Delhi. Tender documents available for $2.10 each, not refundable, from India Supply Mission, Washington 8, D.C. ★

● Steel wire, 7 mm. diam., 100-110 p.s.i. to British spec. BSS-2691/1955; 36 metric tons. Tender S-30/1962, bid deadline Dec. 3. Worldwide. Tender documents available from India Supply Mission (D/ENQ/590), 2536 Mass. Ave., NW., Washington, D.C., for $2.10 each, not refundable.

■ Rimming quality steel strips of Bessemer L.D. process, weldability to be certified for electric resistance welding for manufacture of tubes. Loan 159; U.S. source. Ref. ZSP/5B/62-63/1383. Bid dead-

line Dec. 19. Zenith Steel Pipes, Ltd., 14 Radha Bazar Lane, Calcutta 1. ★

Libya

Lithographed tinplate for canning purposes; .030, .025, .022 gage thickness; supply sufficient for 6½ million ½ kg. cans; requests price quotations c.i.f. Tripoli; interested in FCIA or Import-Export Bank financing. Mansura Co. SpA (canner), 2 Sciara Mohamed Ali Senussi, P.O. Box 354, Tripoli.

Pakistan

Mild steel sheets, plates, billets, blooms. Direct purchase and agency. Asian Trade Center (importing distributor), Munshi Chambers, Lake Rd., P.O. Box 279, Lahore. WTD 10/25/62.

■ Pig iron; M.S. bars; M.S. plates; M.S. sheet; M.S. angles; channels, beams, joists, tees, sash sections. Loan 7; U.S. source. S/A RM 038971. Credit amount $80,590. Bid deadline Dec. 12. Tejgaon Engineering Co., Ltd., 275 Tejgaon Industrial Area, Dacca, E. Cable: ALUMINIUM, Dacca. ★

■ Galvanized plain sheets; M.S. sheets, cold, rolled commercial quality, oiled, pickled, annealed in process (CRCA); round low carbon galvanized wire, USS standard. Loan 7; U.S. source. S/A RM 035896. Credit amount $7,476. Bid deadline Dec. 14. Fine Iron & Metal Industries, Kamil Gali, Kundan Bazar, Karachi 2. ★

■ Tinplate, electrolytic prime U/A, 0.50 lb. coating, matte finish, both sides, gold lacquered 1 side, matte finish on reverse, size 21″ x 30″ x 103 lb. B.W.; tinplate electrolytic, matte finish, misprinted 1 side gold mislacquered, other side, size 21″ x 30″ x 103 lb. B.W. Loan 7; U.S. source. S/A RM 035878. Bid deadline Dec. 14. International Metal Craft, Plot E. 12, S.I.T.E., Karachi 16. Cable: TUBECORKS.

■ High tensile steel wire, to A.S.T.M. A227-57T, 6/12 gages. Loan 7; U.S. source. S/A RM 035636. Credit amount $5,250. Bid deadline Dec. 14. Pakistan Pipe & Construction Co., 429 Garded West, Karachi. Cable: PIPES.

■ Tinplate electrolytic, prime U/A 0.50 lb. coating, matte finish both sides, gold lacquered 1 side, matte finish on reverse, size 21″ x 30.″ Loan 7; U.S. source. S/A RM 035879. Credit amount $5,140. Bid deadline Dec. 14. S. Mohammad & Co., Plot E.12, Sector B, S.I.T.E., Karachi 16. Cable: TUBECORKS.

Pig iron. Direct purchase and agency. Asian Trade Center (importing distributor), Munshi Chambers, Lake Rd., P.O. Box 279, Lahore. WTD 10/25/62.

■ Nail wire, bright hard drawn, suitable for manufacturing wire nails, gages 6, 7, 8, 9, 10, 12, 14, 15, 17, 18, 20. Loan 7; U.S. source. S/A RM 055213. Credit amount $33,075. Bid deadline Dec. 5. Nazar Wire Nail Factory, 183 Industrial Area, Baizid Bostami, Chittagong. Cable: GRATUITY.

■ Galvanized steel pipe, 4″ diam., British threads and couplings to ASTM-A-120 in 16/25 ft., random lengths, rate per 100 ft. to be quoted for delivery c. & f. Karachi, with threaded ends duly protected as usual. Loan 7; U.S. source. S/A RM 039628. Credit amount $15,330. Bid deadline Dec. 8. Mohammad Din & Sons, 30 The Mall, P.O. Box 87, Lahore 3.

■ Galvanized plain sheets, zinc coating 1.25 oz. per sq. ft., commercial quality in bundles approx. 6,000 lb.; cold rolled steel sheets, oiled, wrapped in waterproof paper, packed in metal containers, further secured by wooden skids; pig iron, foundry grade, machine or sand cast; bright hard drawn steel nail wire in coils, hot rolled carbon steel plates, sheared edges. Loan 7; U.S. source. S/A RM 039881. Credit amount $37,380. Bid deadline Dec. 9. Alwis, Ltd., 54 Railway Rd., Lahore. Cable: ROBOT. ★

■ Machine cast pig iron, foundry grade, M 31, C 3/4.5%, Si 2.75/3.5%, Mn .5/1%, Su .05 max., Phos .3/.7%. Loan 7; U.S. source. S/A RM 035640. Credit amount $6,880. Bid deadline Dec. 13. Solid Ice & Cold Storage Co., corner Barnes St. & Lawrence Rd., Karachi. Cable: GOLDENPAK. ★

■ M.S. billets, approx. 6,220 long tons, prime rerolling quality conforming to SAE spec., in lengths of 18 ft. and above, allowing max. 10% shorts, down to min. 10 ft., size 2″ x 2″, 2½″ x 2½″, 3″ x 3″, 3½″ x 2½″, and/or 4″ x 4″. Loan 7; U.S. source. S/A RM 036081. Credit amount $696,661. Bid deadline Dec. 13. Steel Corp. of Pakistan, Ltd., Jubilee Insurance House, McLeod Rd., Karachi. Cable: ROLLSTEEL.

■ M.S. billets, about 3,950 tons, to SAE-1020 or BSS-15 with 28/33 tensile strength, 20% min. elongation in standard lengths of 18 ft. and up, sizes 2″ x 2½″, stamped with heat marks, works test certificate to be provided. Loan 7; U.S. source. S/A RM 035656. Credit amount $442,260. Bid deadline Dec. 13. General Iron & Steel Works, Ltd., S.I.T.E., Manghopir Rd., Karachi. Cable: BALEHOOPS.

■ Pig iron, foundry grade, soft quality in analysis Si 2.25-3.00%, Mn 1.00% max., Phos 0.5 max., S 0.4 max., C 3.5-4.2%. Loan 7; U.S. source. S/A RM 055202. Credit amount $19,329. Bid deadline Dec. 14. Haleem Engineering Works, Ltd., Dost Bldg., M.A. Jinnah Rd., Chittagong. Cable: HALEMENG.

■ Galvanized sheets, open hearth, prime commercial quality, with 1.25 zinc coating; cold, hot rolled sheets, size 6 x 3 or 8 x 3 ft.; plates, hot rolled 0.33, max. carbon steel plates, size 8 x 4 ft.; black, and galvanized wire; steel pipe, fittings; open hearth merchant quality, hot rolled bar size equal angles in random lengths up to 30 ft.; I beams (joists), channels, tees; window sections; pig iron, baling hoops, stainless steel. Loan 7; U.S. source. S/A RM 054807. Credit amount $63,000. Bid deadline Dec. 12. Amin Agencies, Ltd., Khatunganj, Chittagong. Cable: TEITZAMIN. ★

■ Galvanized soft steel wire, commercial quality, ASTM spec., designation III-62, USG, SWG or AS various, approx., 500 long tons. Loan 7; U.S. source. S/A RM 038952. Credit amount $89,250. Bid deadline Dec. 11. Dacca Wirenetting Factory, 4 North Brook Hal 1 Rd., Dacca 1. Cable: FREEDOM.

■ Galvanized plain sheets, iron sheets, prime quality, 1.25 zinc coating, 31 GSG, sizes 3′ x 6′—10′; cold rolled steel sheets, close annealed, commercial quality, SEA 1010/20, prime 28 USG/GSG, sizes 3′ x 6′—10′. Loan 7; U.S. source. S/A RM 038966. Credit amount $8,946. Bid deadline Dec. 9. Jalalabad Trunk Factory, new Markerm Sylhet.

■ Galvanized iron soft wire, gages 8, 10, 12, 14, 16, 18, 22, and 24. Loan 7; U.S. source. S/A RM 055214. Credit amount $15,750. Deadline Dec. 9. Epak Traders (Industrial Division), 73 Nawabpur Rd., Dacca. Cable: RAZACO.

■ M.S. wire, 18 gage; G.P. sheets, 0.6 oz. or 1.25 oz. zinc coating, 3′ x 6′ x 31 GSG. Loan 7; U.S. source. S/A RM 038972. Credit amount $46,368. Bid deadline Dec. 8. Naaz Metal Industries, 29/1 Purana Paltan, Dacca 2. Cable: IRONMASTER, Decca.

■ Galvanized plain sheets, primes, commercial quality, 1.25 oz. zinc coating, according to standard spec., size 8′ x 3′, gage 24, 26, 30 BG. Loan 7. S/A 035894 Credit amount $5,250. Bid deadline Dec. 15. Ebrahimj Ghulamhussain Bhujwala & Sons, Saleh Mansion, Wadhumal Okharam Rd., Karachi.

■ Foundry grade pig iron, C 3.3/3.8%, Si 2.5/3.0%, Mn 1.0/1.5%, S 06% max., P 1.0/1.3. Loan 7; U.S. source. S/A RM 038955. Credit amount $6,544. Bid deadline Dec. 14. Doleswar Iron Works, Narayanganj Rd., Shampur.

■ C.R.C.A. sheets, bright new material. "A" grade, in skids of max. 1 ton of 2,240 lb.; quote per long ton of 2,240 lb.; size 8 x 3′, 18, 24, 26, 28, 30 G. Loan 7; U.S. source. S/A RM 055244. Credit amount $25,924. Bid deadline Dec. 14. Pak Enamel & Aluminum Works, Ltd., 12 Terry Bazar, P.O. Box 104, Chittagong. Cable: LEOPARD, Chittagong.

■ Galvanized steel corrugated sheets, 1.25 oz. zinc coating, 10/3″ corrugations, 5/8″ deep, U-shaped corrugations, sizes 6′ x 3′—10′ x 3′, 26, 24 USG. Loan 7; U.S. source. S/A RM 054809. Credit amount $16,800. Bid deadline Dec. 14. Gladstone Wyllie & Co., Ltd., Ispahani Bldg., Quaid-E-Azam Rd., Chittagong, E. Cable: GLADSWYLL.

■ Mild steel billets to SAE 1020/25, in lengths of 18 ft. or above, heat marked, die stamped on each piece, accompanied by works test certificate; sizes 2″ x 2″, 2½″ x 2½″, 3″ x 3″, 4″ x 4″. Loan 7; U.S. source. S/A RM 039852. Credit amount $95,487. Bid deadline Dec. 12. Rajput Metal Works, Ltd., G.T. Rd., Gujranwala, W. Cable: RAJPUT, Gujranwala.

■ Galvanized iron seamless pipes, with threads, couplings, standard lengths, diam. 4″, 5″, 6″, $73,500; seamless steel black pipes with threads, couplings, standard lengths, diam. 4″, 5″, 6″, $31,500; Loan 7; U.S. source. S/A RM 039636. Credit amount $105,000. Bid deadline Dec. 12. Malik Mohammad Din & Sons, 43 The Mall, Lahore. Cable: MALIK, Lahore and Karachi.

U.A.R. (Egypt)

■ Seamless carbon steel pipe line; carbon steel gate valves, monel tubes; electronic equipment; electrical equipment; chemical laboratory equipment; instruments for automotive workshop. Loan 27; U.S. source. Bid deadline Nov. 30. Société Egyptienne Pour Le Raffinage Et Le Commerce Du Petrole, Mex-Alexandria. Cable: SERCOP, Alexandria. (INTERNATIONAL COMMERCE, Oct. 15, p. 39.)

■ Transformer electrical sheets, hot rolled, 160 tons; paper insulated copper wire, cord drawn electrolytic round and flat with rounded edges for transformer windings; precision oval steel pipes of steel St. 35.29, electrically welded, tested under pressure. Loan 27; U.S. source. Bid deadline Dec. 30. El Nasr Co. for Manufacture of Transformers & Electrical Products, S.A.A., P.O. Box 1916, Cairo. ★

335 Rolling, Drawing, Extruding Nonferrous Metals

Greece

● Indoor, submarine cables. Tender 6032, estimated value $20,000, bid deadline Dec. 19. Supply Committee of OTE, 4 Sophocleous St., Athens. ★ (WO 7-2162)

Pakistan

Metals: Alloyed tool sheets, bronze, gun metal, copper in semifinished, finished products; ferroalloy. Direct purchase and agency. Asian Trade Center (importing distributor), Munshi Chambers, Lake Rd., P.O. Box 279, Lahore. WTD 10/25/62.

U.A.R. (Egypt)

● Submarine armored cable, 10 km. Bid deadline Dec. 15. Cairo City Public Transport Authority, 1115 Corniche El-Nil St., Cairo. ★ (WO 7-2162.)

336 Nonferrous Foundry Products

Australia

Cast-aluminum kitchen utensils; average to good quality. Direct purchase and

agency. Tallerman & Co. Pty., Ltd. (importer, wholesaler, manufacturer's agent), 60-62 York St., Sydney. WTD 11/1/62.

Canada

Cast-aluminum kitchenware, utensils. Exclusive distributorship. C.H.S. Garling, British Mercantile Co., Ltd. (importer, exporter, distributor, commission merchant), 720 West Hastings St., Vancouver 1, B.C. WTD 10/22/62.

Germany

Cast-aluminum kitchen, household equipment. Direct purchase with sole distribution rights or exclusive agency for West Germany and possibly all EEC countries. Heinz Huettebraeuker (manufacturer), 5994, Oberrahmede/Westf. WTD 7/31/62.

339 Primary Metal Industry Products

Philippines

★★ Metallic fabrics. Pacific Marketing, CNS Bldg., Colon St., Cebu City. NCIA. I.R.-293.

342 Cutlery, Handtools, General Hardware

Australia

Builders' hardware; carpenters', mechanics handtools; nonelectric can openers, cutlery items, kitchenwares; average to good quality. Direct purchase and agency. Tallerman & Co. Pty., Ltd. (importer, wholesaler, manufacturer's agent), 60-62 York St., Sydney. WTD 11/1/62.

Burma

Vacuum flasks, 2-5 pt.; kitchenware such as spoons, forks, knives. San Trading House (importer, wholesaler, retailer, exporter, commission agent), 96/98 30 St., Rangoon. WTD 10/10/62.

Canada

Nonelectric can openers, cutlery items, kitchen aids. Exclusive distributorship. C.H.S. Garling, British Mercantile Co., Ltd. (importer, exporter, distributor, commission merchant), 720 West Hastings St., Vancouver 1, B.C. WTD 10/22/62.

Germany

Nonelectric can openers; cutlery items; kitchen, household equipment. Direct purchase with sole distribution rights or exclusive agency for West Germany and possibly all EEC countries. Heinz Huettebraeuker (manufacturer), 5994, Oberrahmede/Westf. WTD 7/31/62.

Norway

Handtools, attachments for home workshops, particularly combination tools, kits. Direct purchase and agency. A/S Norske Legio (importing distributor, manufacturer's agent), 121 Enebakkveien, Manglerud, Oslo. WTD 10/25/62.

Philippines

★★ Hardware wholesaler seeks complete hardware line—door lock sets, drawers, cabinets, dead locks, hinges, building hardware. Exclusive distribution rights required. Aboitiz Marketing Corp., P.O. Box 321, Cebu City. I.R.-109.

★★ Building material distributor seeks items in general construction material, building hardware lines. Columbian Rope Co. of Philippines, Inc., Smith Bell Bldg., Morga St., Cebu City. NCIA. I.R.-140.

★★ Home furnishing retailer wants aluminum wares, kitchenwares, other home furnishings. United Merchants Corp., 307-9 Magallanes St., Cebu City. I.R.-143.

★★ Fire extinguishers, handtools. Hap Seng Construction Supply, 170 Echague, Manila. NCIA. I.R.-305.

343 Heating Apparatus, Plumbing Fixtures

Austria

Heating equipment, installations, oil and solid fuel type, for apartments, office buildings. Jakob Hofer (plumber, retailer), Spittal/Drau, Kaernten.

Germany

Oil burners for residential, industrial central heating systems; requests price quotations c.i.f. German seaport. Exclusive distributorship for all or part of West Germany on direct purchase or commission agency basis. Friedrich Marienfeldt (importer, wholesaler), Nienburg/Weser, Hannoversche Str. 54. WTD 5/16/60.

346 Metal Stampings

Australia

Kitchen utensils of stamped, spun aluminum, stainless steel, other stamped metals; average to good quality. Direct purchase and agency. Tallerman & Co. Pty., Ltd. (importer, wholesaler, manufacturer's agent), 60-62 York St., Sydney. WTD 11/1/62.

Canada

Kitchenware, utensils of stamped, spun aluminum, stainless steel, other stamped metals. Exclusive distributorship. C.H.S. Garling, British Mercantile Co., Ltd. (importer, exporter, distributor, commission merchant), 720 West Hastings St., Vancouver 1, B.C. WTD 10/22/62.

Germany

Stamped, spun aluminum; stainless steel kitchen, household equipment. Direct purchase with sole distribution rights to exclusive agency for West Germany and possibly all EEC countries. Heinz Huettebraeuker (manufacturer), 5994, Oberrahmede/Westf. WTD 7/31/62.

South Africa

Household enamelware, especially for use with babies. Heynes Mathew, Ltd. (manufacturer, wholesaler), P.O. Box 45, Observatory, Cape Town.

351 Engines, Turbines

France

Outboard motors, all types from 3-25-30 hp.; marine engines, diesel, others, up to 100 hp. Direct purchase and agency. C. Ragot & Fils (Ets.) (wholesaler), 161 rue Guillaume-Leblanc, Bordeaux, Gironde. WTD 10/25/62.

352 Farm Machinery, Equipment

Philippines

★★ Milking machinery, pasteurizing equipment for both cows', goats' milk. Mindanao Colleges, Davao City. I.R.-97.

★★ Sugarcane producer needs agricultural tractors, other equipment for use in cane fields. VMC Sugarcane Planters Coop. Assn., Inc., P.O. Box 171, Bacolod City. NCIA. I.R.-138.

★★ Portable agricultural processing equipment. Magallano Rice & Corn Enterprise, 4-F Int. 12 Magallonos St. or P.O. Box 131, Davao City. I.R.-279.

353 Construction, Mining, Materials Handling Machinery, Equipment

Australia

Road surface breaking, pulverizing machines. Direct purchase and agency. Coates & Co., Ltd. (manufacturer, engineer), 57-61 Sandown Rd., Springvale, Victoria. WTD 10/31/62.

Ethiopia

Well-drilling equipment, related accessories, drills, rigs. Direct purchase and agency. Maison F. Livierato (Ethiopia), Ltd. (importing distributor, commission merchant, exporter), P.O. Box 1699, Addis Ababa. WTD 10/16/62.

Morocco

● Barge-mounted crane; used, rebuilt, or new; capable of lifting loads up to 100 metric tons for loading ships, sinking concrete for breakwaters. Submit plans, specifications, pictures, certificates of classification for parts, inspection certificates to Chief Engineer, Bridges & Roads Div., Ministry of Public Works, Casablanca. Bid and correspondence in French only. Bid deadline Jan. 4, 1963. Tender in French. ★ (WO 7-5589.)

Pakistan

Cranes, tractors, spare parts. Direct purchase and agency. Asian Trade Center (importing distributor), Munshi Chambers, Lake Rd., P.O. Box 279, Lahore. WTD 10/25/62.

Philippines

★★ Roadbuilding equipment. VMC Sugarcane Planters Coop. Assn., Inc., P.O. Box 171, Bacolod City. NCIA. I.R.-138.

★★ Contractor wants 4 or 5 cranes (crawlers) 1½-2 yd. cap. (6 hooks only with cat engines—reconditioned Lorain, Marion, or Northwest). Montelibano Construction Co., 502 San Luis Terraces, San Luis, Ermita, Manila. NCIA. I.R.-118.

★★ Logger wants 1 McDonough (or equivalent) 9 ft, heavy-duty band mill, used, A-1 condition, all equipment necessary for above mill for 30,000 board ft. per 8 hr. production; 3 caterpillar D-8's equipped with triple drum logging winches, used, A-1 condition, not over 6 years old; 4 caterpillar D-7's equipped with hyd. dozer, single drum rear mounted hysters, used, A-1 condition. Mindanao Deep Development Co., Inc., 820 Rosario Bldg., P.O. Box 1069, 411 Rosario, Manila. NCIA. I.R.-119.

★★ Light, heavy construction machinery. Luzon Diesel Supply, 651 Evangelista, Manila. NCIA. I.R.-398.

★★ Logger needs 4 dump trucks with 3-4 yd. cap., GMC 5 years max. age; 4 D-7's, 27 hyster single drum winch with hydraulic dozer. Davao Development & Industrial Co., Inc., 66 Pedro St., Davao City. NCIA. I.R.-134.

★★ Logger seeks logging, log transport equipment; 20% down, 2 year terms. Valderama Lumber Mfrs. Co., Inc. Valderama & Sons, Inc., 13 Juna Ave., Davao City. NCIA. I.R.-289.

★★ Banking institution seeks logging equipment, especially heavy-duty tractors; deferred payment. First Insular Bank of Cebu-Davao, 163 Ponciano Reyes St., Davao City. NCIA. I.R.-296.

★★ Contractor wants to purchase heavy construction equipment, reconditioned, on long terms. Darroca & Co., Inc., corner Arroyo & Muelle Loney St., Iloilo City. I.R.-103.

★★ Mining company wishes to purchase rock phosphate crusher to take 6″-8″ feed, hammermill to reduce product to 100 mesh, with 30 hp. motor drive. Guimbac Mining Assn., University Club, Inc., Bacolod City. NCIA. I.R.-150.

★★ Motor trucks, chain saws for use of logger. Sarmiento Enterprises, Inc., 256 Uyanguren St., Davao City. I.R.-125.

U.A.R. (Egypt)

Machinery that manufactures prefabricated reinforced concrete walls for home construction. Mohamed Labib Arnaout, 3 Abdel Azm St., Zamalek, Cairo. WTD 3/3/62.

354 Metalworking Machinery Equipment

Ecuador

Equipment for casting iron tubes, particularly all-purpose boring machine; lathe; 16" x 6' with accessories; metal molding machine for molding tubing; requests replies in Spanish. Ing. Fausto Ayarza Salazar (Talleres Moran) (industrialist), Calle Muros 106, esq. de Coruna, Quito.

Pressure press, 160 ton, for manufacture of hand shovels, pickaxes, cane knives, machetes; requests replies in Spanish, catalogs, illustrations, price quotations c.i.f. Guayaquil. Lcdo. Augusto Davalos A. (industrialist), 9 de Octubre 934, Quito. WTD 10/29/62.

India

■ Ferrotrap magnetic separator, suitable for 4" pipeline, 6 pcs.; brake drum lathe, ¾ hp., 440 v. 5/60 c., 3 ph., 3 pcs., with complete set of accessories, brake drum grinder of ⅓ hp., 220 v. universal motor. Loan 217; U.S. source. IL/EI/GL/MTC/70/DLF/362. Ref. 63 (63)/62-AID(1). Bid deadline Dec. 18. Hemco Corp., 21 Forbes St., P.O. Box 1645, Bombay 1. Cable: HEMCORP.

■ Machine tools: Power shears, press brake, power rolls, nibbler, angle roll, strippit super 30 fabricator, Wiedeman turret punch, 150 ton O.P. press; radial drills; rivet presses; fork lift trucks; spinning lathes; electric crane; engine lathes; turret lathe, vertical boring mill. Loan 118; U.S. source. Max. credit amount $1,260. Air Control & Chemical Engineering Co., Ltd., Commerce House, Currimbhoy Rd., Ballard Estate, Bombay.★

■ Copy turning lathe with concentric chuck (3-jaw), equivalent to "Herbert," "Carbijunior" copy turning lathe with 6" coventry concentric chuck (3-jaw). Loan 144; world-wide. Ref. NSIC/HP/2M-3187/62. Bid deadline Dec. 30. National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.

■ Electronic drill, self-contained unit, mounted on 4" heavy-duty casters, complete with built-in power pack, recirculating coolant system, "S" type disintegrating head; electric resistance etcher, complete with writing unit, work table for free-hand or pantographic electrical marking on soft or hardened steel, cast or wrought iron, tungsten carbide and other ferrous alloys; submerged are fully automatic welding equipment to handle propeller shaft, up to 76" long overall, tube length 68" and up to 5" diam.; special tap, die grinding, sharpening machines. Loan 157; U.S. source. IL/AU/GL/MTC/95/DLF/361. Ref. 2(45)/62-AID-II. Bid deadline Dec. 10. Premier Automobiles, Ltd., Agra Rd., Kurla North, Bombay 70.★

■ Self-propelled, crawler type, drilling units, 2, complete with standard equipment; related equipment, spare parts. Loan 157; U.S. source. IL/989959/DLF-157/61. Ref. 4(34)/62-AID-II. Bid deadline Dec. 15. Bolani Ores, Ltd., Chartered Bank Bldgs., Calcutta 1.★

Norway

Power-driven tools, attachments for home workshops, especially combination tools, and kits; available electricity 220 v., 50 c. Direct purchase and agency. A/S Norske Legio (importing distributor, manufacturer's agent), 121 Enebakveien, Manglerud, Oslo. WTD 10/25/62.

Machine tools for metalworking, such as lathes, milling and grinding machines, threading and drilling machines, maintenance tools for this equipment. Direct purchase and agency. Viggo Lund A/S (manufacturer's agent), 2 Sehestadsgate, Oslo. WTD 10/25/62.

Pakistan

Machine tools such as lathes up to 4' bed, 4" center; milling, shaping, planing, grinding machines; Capstan, automatic lathes; gas welding machines; portable electric tools; pneumatic tools. Direct purchase and agency. Asian Trade Center (importing distributor), Munshi Chambers, Lake Rd., P.O. Box 279, Lahore. WTD 10/25/62.

Philippines

★★ Machine shop, foundry, general contracting co. wants to purchase machine shop equipment. Strachan & MacMurray, Ltd., I. de la Rama St., Iloilo City. NCIA. I.R.-102.★

★★ Machinery for manufacture of bed, furniture coils wanted by furniture manufacturer. A.L. Climaco Industries, Inc., 240 Magallanes St., Cebu City. I.R.-115.

★★ Manufacturer, importer of boilers, general machinery wishes to purchase and act as agent for machinery for manufacture of corn, rice mills; rebuilt machine tools (agency only); used oxygen, accetylene cylinders. Uybengkee Co., 350 Juan Luna St., Cebu. I.R.-135.

★★ Machine shop wants catalogs, prices on rebuilt heavy metalworking machinery such as lathes, milling machines, boring machines, presses. E. De Los Reyes, 41-43 P. Gullas St., corner Balintawak, Cebu City. I.R.-105.

★★ Plastic molds of all types. Agency only. Trans World Trading Co., 453 Plaza del Conde, Manila. WTD 8/10/62. I.R.-303.

355 Special Industry Machinery

Ecuador

Roll flatbed letterpress, tabloid size; automatic, for publication of weekly newspaper, 10,000-20,000 copies per issue; designed for easy conversion to general job printing if possible; used linotype, ludlow machines; offers accompanied by catalogs, other pertinent literature c.i.f. Guayaquil. Semanario Sabado (publisher), P.O. Box 2066, Quito.

Extrusion type plastic molding machinery; package plant including 1 No. 45 extruder; 1 blow molding machine; 1 granulating machine; 1 treatment machine; equipment for printing, marks; supplies, molds for manufacture of tubing, enclosures of 1, 2, 4 oz. cap.; requests replies in Spanish, catalogs, illustrations, price quotations c.i.f. Guayaquil. Lcdo. Augusto Davalos A. (industrialist), 9 de Octobre 934, Quito. WTD 10/29/62.

Guatemala

Processing machinery, equipment for preparation of pre-cooked rice, with monthly cap. of 200,000-300,000 lb.; requests replies in Spanish. Manuel Segovia M., Beneficio de Arroz y Cafe "Segovia" (miller), 21 Calle 11-06, Zona 1, Guatemala City. WTD 8/3/62.

India

■ Complete caustic soda dehydration plant; chlorine compression, liquefaction plant; hydrogen scrubbing, compressing setup; 1,120 pieces graphite anode plates; rubber-lined centrifugal pumps, 6, for handling hot acidic sodium chloride brine; corrosion resistant pumps; continuous brine purification plant; hard-rubber-lined diaphragm valves; tube, shell heat exchanger of impervious graphite; corrosion resistant pipe fittings. Loan 118, U.S. source. Industrial Finance Corp., New Delhi. Maximum credit amount $1,974,000. Mettur Chemical & Industrial Corp., Ltd., Mettur Dam (R.S.), Salem District, Madras State.★

■ 7 spindle tool rotating automatic chucking machine suitable for machining simultaneously and in 1 process all 3 sides of bronze or cast-iron bodies of wheel valves or gate valves from size ½"-2". Loan 157; U.S. source. IL/989814/DLF-157/61. Ref. 4(22)62-AID-II. Bid deadline Dec. 8. Leader Engineering Works, Industrial Area, Jullundur City. Cable: VALVES.

■ High speed double tier type vertical braiding machines, 24 carriers, for braiding over long length rubber hose with attachment to take up rubber strip before braiding by the second tier of carriers fitted with haul off Capstan; complete with electric motor drive, automatic electric knock off, automatic "1 shot" lubrication system; high speed double tier vertical braiding machine, 36 carriers; lead stripping machine, suitable for lead covered hose, from ¾" up to 3" max. diam. open lead, complete with reduction gear, electric motor drive. Loan 157; U.S. source. IL/990031/DLF/157/61/HQ-CG.III. Ref. 41 (578)/62-AID-II. Bid deadline Dec. 8. Cosmos India Rubber Works Pvt., Ltd., 7 Homji St., Fort, Bombay 1.

■ Tapeless veneer splicer with standard equipment. Loan 157; U.S. source. IL AU/GL/MTC/89/DLF/361. Ref. 2(37)/62-AID-II. Bid deadline Dec. 8. Woodcrafts Assam. Proprietor: Jay Shree Tea & Industries, Ltd., Calcutta.★

Iran

Machinery for production of laundry soap, average output 1 ton daily; mixing machinery, equipment for cutting soap into large bars, equipment to impress labels into each bar; no wrapping machinery required. Mahmoud Hassan-Zadeh (wholesaler), Seraye Hajimatquli, Tabriz. WTD 10/30/62.

Lebanon

■ Buffing machine, "Fulminosa" 379, 1,500 mm.; hydraulic press, 1,500 x 750 mm.; scraping machine, 800 mm.; leather coloring machine 1,600 mm., 1,800 mm., Loan 99; worldwide. Credit amount $37,-500. Borgeh & Borgeh, Ma'arad St., Akra Bldg., Beirut.

Libya

Tomato processing plant capable of handling over 150 metric tons daily; requests price quotations c.i.f. Tripoli; interested in FCIA or Export-Import Bank financing. Mansura Co. SpA (canner), 2 Sciara Mohamed Ali Semussi, P.O. Box 354, Tripoli.

Mexico

Dies for stamping electrical lamination. Ventilacion Monterrey, S.A. (manufacturer), Calzada Union 124, Colonia Buenos Aires, Monterrey, Nuevo Leon. WTD 11/1/62.

Morocco

Machinery, equipment to manufacture corn cooking oil; requests replies in French. Sonanit (importer, exporter, manufacturer), 5B Blvd. Gallieni, Rabat.

Pakistan

■ Air compressor, 3 h.p., 440 v., 50 c.; high pressure washing pump with 1 h.p. motor, fittings; cast-iron heavy-duty engines, air cooled from 4-12 h.p., kerosene operated; electric motors, ¼ h.p., ½ h.p., ¾ h.p. in 1,450 r.p.m., 2,800 r.p.m., single ph., 50 c., 230/50 v.; switches, starters, suitable for 1-30 h.p. motor control; pumping equipment for dispensing, measuring liquid ¼-¾ h.p.; spares for 8,000 lb. cap. hydraulic hoisting machinery; textile spare parts, accessories. Loan 53; U.S. source. IL 200196. Credit amount $5,880. Bid deadline Dec. 13. United Traders, South Napier Rd., Karachi. Cable: FOUNDATIONS.★

■ Web fed rotary offset printing press with mill roll stand; offset perfecting unit; plate bending jig, folder, declutching mechanism, press control, planetary gear box; set of spare cores for rubber covered

rollers. Loan 53; U.S. source. IL 203332. Credit amount $42,500. Bid deadline Dec. 13. Daily "ANJAM." Safe Deposit Chambers, McLeod Rd., Karachi.★

■ Machinery for manufacture of porcelain enameled ironware kitchen utensils, consisting of Electro-Oil-Hydraulic double-acting drawing press, high speed construction; methane gas fired continuous porcelain furnace of suspended roof "U" type, complete with required refractories. Loan 194; worldwide. Credit amount $98,532. Bid deadline Dec. 9. Pakistan Aluminum & Industrial Works, Ltd., Jehanger Kothari Bldg., Bender Rd., G.P.O. Box 296, Karachi 1. Cable: SHEETS, Karachi. Copies of specifications available from Bank of America, Far Eastern Div., 37-41 Broad St., New York 15, N.Y.★

Philippines

■ Machinery, equipment for manufacture of core veneer. Loan 59; worldwide. Credit amount $248,700.85. Bid deadline Dec. 1. Nasipit Lumber Co., Inc., 205 Juan Luna, Manila.★

★★ Cylindrical lens polishing machinery wanted by manufacturer of musical instruments, opticals. E. De Los Reyes, 41-43 P. Gullas St., corner Balintawak, Cebu City. I.R.-105.

★★ Machinery manufacturer, rebuilder wants machinery for extracting oil from corn germs; production of oxygen, acetylene; woodworking machinery. Agency only for new, used equipment. Uybengkee Co., 350 Juan Luna St., Cebu. I.R.-135.

★★ Machinery for manufacture of instant coffee from green bean to final product, producing salt by evaporative process using coal as fuel, manufacture of candies from coffee and cacao. Selma Trading & Supply Co., 79-81 Sanciangko St., Cebu City. NCIA. I.R.-139.

★★ Complete machinery for packaging sugar, salt, other granulars for retail sale; needs medium term financing. Negros Veterans Assn., 37 Lacson St., Bacolod City. NCIA. I.R.-149.

★★ Machinery for soap production, oil extraction to increase present production. La Prueba Soap & Oil Mill, 216 F. Gonzales St., Cebu City. NCIA. I.R.-144.

★★ Machinery for manufacture of oxygen, acetylene; small-medium output. Montilla Motor Co. & Nat'l. Merchandizing Corp., Bacolod City. I.R.-145.

★★ Equipment for processing bat guano into fertilizer. J. T. Sian Construction, 70 M. Velez St., Cebu. NCIA. I.R.-146.

★★ Machinery to manufacture deadburned dolomite, needs complete plant. Prospero V. Manuel, Rockgas Bldg., Carmelo St., Cebu City. NCIA. I.R.-147.

★★ Logger needs complete veneer/plywood plant machinery. Desiderio Dalisay Investment, Inc., Desidal Bldg., Davao City. I.R.-151.

★★ Complete plant for processing 1,000 pigs per day, complete animal feed plant. Isagani R. Galang, 1 Justicia St., Bacolod City. NCIA. I.R.-98.

★★ Used match manufacturing machinery. Lim Kim So & Sons, P.O. Box 4, Cebu. NCIA. I.R.-114.

★★ Canner wants 1 can sealer, size 211, 307 and 2, semiautomatic to handle min. of 2,000 cans/day single size, used, A-1 condition container can, canco or equivalent; 1 kettle, stainless steel, 100 gal., cap., 316 stainless steel for acidic conditions, complete with agitator, ¾ or full jacketed, steam heating coils, used, A-1 condition. Lix Food Packing Corp., Iloilo City. NCIA. I.R.-117.

★★ Newspaper publisher seeks used A-1 condition printing press suitable for printing tabloid size newspaper with average run of 2,000 units of 4 pg. Negros Press Club, Capitol Subdivision, Bacolod City. I.R.-120.

★★ 1 rebuilt linotype machine, model 31, estimated cost $10,000, wanted by printer, publisher. Diolosa Publishing House, P.O. Box 157, Bonifacio Drive, Iloilo City. NCIA. I.R.-121.

★★ Used machinery for sugar mill to produce 1,000 piculs (139,000 lb.) of raw sugar per day from cane. Hee Acusar, 11 Legaspi St., Cebu City. I.R.-128.

★★ Machinery to extract fiber from cocoanut husks. F. Aronson—H. Villarica, Philam Life Bldg., Jones Ave., Cebu. I.R.-106.

★★ Rice miller wants machinery to make flour from dried beans, noodles from bean flour (drier bean; flour mill, small; noodle machine). Diancin Rice Mill, Dumangas, Iloilo. NCIA. I.R.-111.

★★ Woodworking machinery for manufacture of furniture; concrete block, pipe machinery. Lozano Enterprises, 288 Claveria St., Davao City. NCIA. I.R.-401.

★★ Fruit, fish canning machinery. Fair, 265 Claveria St., Davao City. NCIA. I.R.-403.

★★ Small canner wants small can closing machine for No. 211 cans, preferably hand operated but will accept motorized. U. & I. Store, 122 San Pedro St., Davao City. NCIA. I.R.-124.

★★ Shoe manufacturer wants reconditioned machinery: Landis-MacKay lock stitching machine or equivalent; air press, 12 units; Eads cementing machine or equivalent; French cord binding machine or equivalent; French folding machine or equivalent; Landis finishing machine or equivalent; tool lasting machine; side lasting machine. Jesstone Shoe Industries, P.O. Box 4, Cebu City. NCIA. I.R.-136.

★★ Planter wants prices on complete packaged candy plant for hand dipping chocolate covering coconut, peanuts, cashews. Romeo Guanzon, 60 Libertad St., Bacolod City. I.R.-153.

★★ Machinery to manufacture plastic battery cases, complete silk screen equipment. Pacific Marketing Co., CNS Bldg., Cebu City. NCIA. I.R.-142.

■ Logging machinery, equipment: Maginniss HPV-3 vibrator for concrete spreader, 1 pc.; 3-drum yarder, 4 pcs.; 2½ ton cap. logging jack, 20 pcs.; 20 hp. pond, deck saw, Rein, 1 pc.; reel, 50 ft., saw chain, high level lead blocks, swivel shackles, 1 pc., Caterpillar D-8 tractors, 2 pcs.; series H, 84" gage, 235 hp. (flywheel). Loan 59; worldwide. Credit amount $248,874. Bid deadline Dec. 14. Poblete Construction Co., 11 Buendia St., Makati, Rizal, P.O. Box 3107, Manila, where send quotations, copy furnished to Foreign Loans & Investments Dept., Central Bank of Philippines, Manila.★

Spain

Machinery for making potato chips. Casa Ros (importer, retailer, wholesaler), Cameoens 1, Cueta. WTD 7/8/60.

Sweden

Photoengravers' zinc blanks, equipment for graphics industry. Direct purchase and agency. Lundquist & Jansons (exporter, importer, wholesaler, manufacturer), 4A Packhusgatan, Goteborg C. WTD 10/11/62.

356 General Industrial Machinery, Equipment

France

Industrial filters. Direct purchase and agency. Société des Filtres Gauthier (manufacturer), 65 bis rue des Coquetiers, Bobigny (Seine). WTD 7/26/62.

India

● Vertical hobbing, internal grinding, tube polishing, slitting machines, hand lever guillotine, 1 each. Tender HE/BPL/GT/MT/62/28, bid deadline Dec. 18. Executive Engineers (GT), Heavy Electricals (India), Ltd., Works Canteen 2, P.O. Piplani, Bhopal, India. Tender documents available from India Supply Mission, Washington 8, D.C., for $2.10 each.

Fume exhausters, centrifugal blowers. Mansfield Oil Gas Co., Ltd. (manufacturer), 16 Radhanath Chowdhury Rd., Calcutta 15. WTD 8/13/62. Specifications available on loan from Trade Opportunities Staff, BDSA 111, Room 4016, or WO 7-4675.★

Philippines

★★ Water purification equipment. Distributorship. Edsons Poultry & Farm Supply, 254 Uyanguren St., Davao City. NCIA. I.R.-158.

★★ Seafood company wants complete icemaking plant to produce 40-50 tons/day. United Fishing Co., Cadiz, Negros Occidental. I.R.-127.

★★ Machinery for pulverizing Kaolin and mixing it with other ingredients to make "lacquer" putty wanted by putty manufacturer. Felrost Products, 206 Valeria St., Iloilo City. NCIA. I.R.-122.

★★ Engineering contractor wants distributorship for U.S. fire hose, general firefighting equipment. Amalgamated Engineering Inc., P.O. Box 406, Cebu City. I.R.-126.

★★ Auto parts wholesaler wants machinery for manufacture of battery plates, separators, cases; tire recapping machinery. Vendiz Battery & Auto Supply Co., 905 B. Aurora Blvd., Cubao, Quezon City. NCIA. I.R.-129.

★★ Pressure water pumps, gas engine driven utility pumps. Exclusive agent. Pacific Marketing, CNS Bldg., Colon St., Cebu City. NCIA. I.R.-293.

357 Office, Computing, Accounting Machines

Germany

Office equipment, machinery. Direct purchase and agency. Dicker K.G. (manufacturer's agent), 47 Berliner Allee, Duesseldorf. WTD 10/25/62.

Mexico

Office machines, equipment; filing systems. Direct purchase and agency. Francisco Trevino, S.A., Zaragoza e Isaac Garza, Aptdo. Postal 314, Monterrey, N.L. WTD 8/29/62.

Philippines

★★ Used, rebuilt typewriters wanted by office equipment retailer. Alonzo Office Equipment, 177 Sto. Nino Bldg., Magallanes St., Cebu City. NCIA. I.R.-137.

★★ Office supplies, general business equipment. Exclusive agent. Pacific Marketing, CNS Bldg., Colon St., Cebu City. NCIA. I.R.-293.

South Africa

Baby scales. Heynes Mathew, Ltd. (manufacturer, wholesaler), P.O. Box 45, Observatory, Cape Town.

358 Service Industry Machines

Austria

Package air conditioning equipment for apartment buildings, medical, agricultural purposes; self-contained air conditioning plants for industrial, agricultural purposes. Jakob Hofer (plumber, retailer), Spittal/Drau, Kaernten.

Burma

Domestic air conditioners, 230 v. a.c. 60 c. San Trading House (importer, wholesaler, retailer, exporter, commission agent), 96-98 30 St., Rangoon. WTD 10/10/62.

Canada

Domestic humidifiers, vaporizers. Direct purchase and agency. Vic Aluminum, Ltd. (manufacturer, importer), 150 Louvain St. West, Montreal 11, Quebec. WTD 11/9/62.

Ecuador

Commercial-type incinerators for paper disposal; electric, kerosene types; requests replies in Spanish, catalogs, other pertinent literature. Maderasana, Marcelino Marin C., Proprietor (importer, agent), P.O. Box 2475, Quito.

Pakistan

■ Water pumps, domestic and industrial type, 200/220 v., a.c., single ph., ½ and 1 hp.; water pumps, domestic and industrial type, 400/440 v., a.c., single ph., 50 c., 1-5 hp.; industrial type air conditioners; commercial type deep freezer units, over 15 cu. ft. cap.; ice cream making machine, over ¼ hp. motors. Loan 53; U.S. source. IL 225443. Credit amount $14,000. Bid deadline Dec. 13. Associated Electrical Industries (Pakistan), Ltd., Shernaz House, West Wharf Rd., P.O. Box 4958, Karachi 2.

Philippines

★★ Complete equipment for small steam laundry. Attorney Mario Guarina, Jr., 175 Rizal St., Iloilo City. NCIA. I.R.-123.

★★ Seafood, poultry processor interested in purchasing 2 quick freezing unit coolers of 3-7 hp. each, complete with box or system without box; also walk-in storage freezer of about 350 cu. ft. cap. at 0° F or 10° F with or without box. Del Mar Foods, Inc., Manila Office, Montinola Bldg., Mabini St., Manila; 198 Santo Nino Rd., Bacolod City. I.R.-130.

★★ Package plant, freezer, sizes 10, 20, 50 tons to be refrigerated or frozen. Philprocom-Philippine Producers Cooperative Marketing Assn., Inc., Bacolod City. I.R.-292.

★★ Complete plant for production of CO_2 (dry ice), 10 tons/day. Feati Industries, Inc., Victoneta Park, Malabon, Rizal. WTD 1960. I.R.-269.

★★ Food vending machines suitable for institutional, factory installations. Crisar Trading Co., Phoenix Bldg., Intramuros, Manila. I.R.-387.

361 Electric Transmission, Distribution Equipment

Greece

● Supply of 8 units of 6.6 kv. metal-clad switchgear. Tender PAP/657, bid deadline Dec. 20. Estimated value of contract $267,000. Public Power Corp. (PPC), Athens-Piraeus Div., 4 Korai St., Athens. ★ (WO 7-4242.)

India

■ 60 mv.-a., 100 kv./23 kv. OA/FA oil immersed power transformers for outdoor use, 2. Loan 157; U.S. source. IL 989704/DLF-157/61. Ref. No. 4(62)/62-AID-II. Bid deadline Dec. 12. Tata Power Co., Ltd., Bombay House, Bruce St., Fort, Bombay 1.

■ Standard motorized steam valve assembly, consisting of modutrol motor, 2 position, unidirection, operation on 230 v., 50 c. supply through suitable transformer, 11; modulating damper motor with accessories, consisting of reversing motor, 1 min. timing, operation on 230 v., 50 c. supply through suitable transformer, 11; modulating motor, 1 min. timing, operation on 230 v. 50 c. supply through suitable transformer with step controller, 11; auxiliary potentiometer (double pot) to control 2 modulating motors from driving motor, 16; humidity controller, range 20-96% R.H., 11; heating thermostat, range 15-90°F, 11; modulating reversing damper motor, 1 min. timing, operation on 230 v., 50 c. supply through suitable transformer, 11. Loan 157; U.S. source. IL 989585/DLF-157/61. Ref. 4(204)/62-AID-II. Bid deadline Dec. 14. Imperial Tobacco Co. of India, Ltd., Thapar House, 124 Janpath, New Delhi.

362 Electrical Industrial Equipment

India

■ All hydraulic surface grinder, equipped with 400/440 v., 3 ph., 50 c., motorized spindle, standard equipment, complete with tropical insulation of electrical equipment, with extra equipment. Loan 217; U.S. source. IL/EI/GL/MTC/107/DLF/362. Ref. 63(50)/62-AID(1). Bid deadline Dec. 14. T.E. Thomson & Co., Ltd., Cable: TETCOIND.

Pakistan

Electric welding equipment. Direct purchase and agency. Asian Trade Center (importing distributor), Munshi Chambers, Lake Rd., P.O. Box 279, Lahore. WTD 10/25/62.

Philippines

★★ Spray welder. Hee Acusar, 11 Legaspi St., Cebu City. I.R.-128.

★★ Mining operator wants electric generator of about 100 hp., electric motor drives for crushers (diesel units). Guimbac Mining Assn., University Club, Inc., Bacolod City. NCIA. I.R.-150.

363 Household Appliances

Austria

Electric household equipment, kitchen aids such as food blenders, coffee percolators, toasters, dishwashers, laundry machines. Direct purchase and agency. Elektro-Grosshandlung Sidek (importer, wholesaler, agent), Ziegelofengasse 1, Vienna V.

Ecuador

Complete electrical components for local assembling of electric ovens, stoves, refrigerators. Siderurgica Ecuatoriana S.A. (industrialist), Casilla 396, Quito. WTD 12/19/61.

Philippines

★★ Household appliances, radios, phonographs, TV. Distributorship. Peoples Financing Co., Arcenas Bldg., Colon St., Cebu. NCIA I.R.-108.

364 Electric Lighting, Wiring Equipment

Greece

● Supply of 1,310 sets of 15 kv., 150 mv.-a., heavy-duty fuse cutouts. Tender DMKD-253-316/C, bid deadline Dec. 22. Estimated value of contract $30,000. Public Power Corp. (PPC), 30 Chalkokondyli St., Athens. ★ (WO 7-4242.)

Taiwan

● Supply of 5,500 pieces of fuse link for open type fuse cutout 7.5 kv. Tender GFD-13767(W), bid deadline Dec. 4. Purchasing Dept., Central Trust of China, 68 Yen Ping Nan Rd., Taipei. ★ (WO 7-4242.)

366 Communication Equipment

Ecuador

Small radio transmitters 50-120 w. operating on 10, 15, 20, 40, 80 m. bands; requests replies in Spanish. Arturo Eguiguren P. (importer), P.O. Box 3009, Quito.

Philippines

★★ 2 transmitters, receivers wanted by hospital supplier. Botica Cabrera, 714 Martin St., Davao City. WTD 1960. I.R.-152.

367 Electronic Components Accessories

Philippines

★★ Radio parts for assembly of transistor radios. Ben Avaricio Electrical Shop, Valeria St. Extension, Iloilo City. NCIA. I.R.-131.

371 Motor Vehicles, Accessories, Maintenance Equipment

Germany

Automobile asccessories of all kinds; automobile tools, workshop equipment; requests replies in German. Direct purchase and agency. Bodo Falk & Co. (wholesaler), 54 Moltkestr., Koeln.

Mexico

Automotive parts, gasoline service station equipment. Casa Chapa. S.A. (wholesaler), Departamento de Refacciones y Llantas, Aptdo. Postal 402, Monterrey, N.L. WTD 6/21/62.

Pakistan

Automotive spare parts, accessories. Direct purchase and agency. Asian Trade Center (importing distributor), Munshi Chambers, Lake Rd., P.O. Box 279, Lahore. WTD 10/25/62.

Uruguay

■ 2-ton truck for laying telephone networks. Loan 72; worldwide. Invitation 5367/62. Bid deadline Nov. 30. Administracion General de las Usinas, Electricas y los Telefonos del Estado Palacio de la Luz, Paraguay 2431, Montevideo. Copies of specifications available from Uruguayan Embassy, 2362 Mass. Ave., NW., Washington 8, D.C. ★

371 Motor Vehicles, Equipment

Philippines

★★ Bus line needs additional buses for expansion: ten 40-50 passenger buses, five 14-16 passenger buses. A & P Enterprises, Liloan, Cebu. NCIA. I.R.-116.

372 Aircraft, Parts

Philippines

★★ Airplane spare parts. Agency only. Cebu Aeronautical School, Martires St., Cebu City. NCIA. I.R.-112.

373 Ship, Boat Building, Repairing

Philippines

★★ Contractor seeks to purchase 4 or 5 barges, 500 ton cap. for hauling rocks; 4 or 5 barges to accommodate crawler cranes of 1½-2 yd. cap.; Montelibano Construction Co., 502 San Luis Terraces, San Luis, Ermita, Manila. NCIA. I.R.-118.

★★ 2 deep sea fishing trawlers up to 200 ton gross weight. Visayan Shrimping Co., Bacolod City. I.R.-96.

★★ One 30-40 ton, dead weight, fishing boat complete with sonic equipment, seining operation. Jesus Bernard, c/o Visayan Electric. I.R.-163.

★★ 100 ton GT (approx.) refrigerated fish carrier, diesel powered. Coron Marine Products, 404 Goiti Bldg., Manila. NCIA. I.R.-414.

381 Engineering, Laboratory, Scientific, Research Instruments

Australia

● 1 process gas chromatograph complete with sufficient pens, inks, charts for 2-year operation at 2,000 hours per year; tools, accessories, spare parts. Tender and

spec. 62-63/110, bid deadline Dec. 10. Secretary, State Electricity Commission of Victoria, 22-32 William St., Melbourne, C.1, Victoria. ★ (WO 7-2312.)

Ecuador

Laboratory installations for university level physics, chemistry departments, desires U.S. equivalent to Leybold of Germany; requests price quotations c.i.f. Guayaquil, catalogs, illustrations. Josueth Gonzalez (importer, sales agent), P.O. Box 297, Quito. WTD 10/22/62.

Philippines

★★ Laboratory, school equipment. Exclusive representation. Val Santos Enterprise, CCC Bldg., Buendia Ave., Makati, Rizal. NCIA. I.R.-95.

U.A.R. (Egypt)

● Various surveying instruments: Theodolites, engineers' levels, plane table equipment, surveying compasses, prismatic compasses, geological compasses, range finders, planimeters, slide rulers. Bid deadline Jan. 8. General Organization for Executing the 5 Year Industrial Plan, 6 Khalil Agha St., Garden City, Cairo. ★ (WO 7-2312.)

Yugoslavia

Pusher kiln, fully automated, for research and pilot-plant firing of ferrites. Continental Export (agent), Beethonova 11/V., Ljubljana.

383 Optical Instruments, Lenses

Philippines

★★ Optical goods. Agency only. Mirasol Optical, 315 J. Basa St., Iloilo City. NCIA. I.R.-133.

384 Surgical, Medical, Dental Instruments, Supplies

Philippines

★★ Hospital supplier wants distributorship for American gauze manufacturer. Botica Cabrera, 714 Martin St., Davao City. WTD 1960. I.R.-152.

387 Watches, Clocks

South Africa

Household clocks, wrist watches, Heynes Mathew, Ltd. (manufacturer, wholesaler), P.O. Box 45, Observatory, Cape Town.

391 Jewelry, Silverware, Plated Ware

Germany

Aluminum, stainless steel hollowware, flatware. Direct purchase with sole distribution rights or exclusive agency for West Germany and possibly all EEC countries. Heinz Huettebraeuker (manufacturer), 5994, Oberrahmede/Westf. WTD 7/31/62.

393 Musical Instruments, Parts

Iraq

● Supply of musical instruments, accessories. Tender ORD/112/1962, bid deadline Dec. 5. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad. ★ (WO 7-4387.)

394 Toys; Amusement, Sporting, Athletic Goods

Canada

Fishing tackle, equipment. Exclusive distributorship. C.H.S. Garling, British Mercantile Co., Ltd. (importer, exporter, distributor, commission merchant), 720 West Hastings St., Vancouver 1, B.C. WTD 10/22/62.

Germany

Camping articles of all kinds; requests replies in German. Direct purchase and agency. Bodo Falk & Co. (wholesaler), 54 Moltkestr., Koeln.

Philippines

★★ Toy musical instruments. Pacific Marketing, CNS Bldg., Colon St., Cebu City. NCIA. I.R.-293.

★★ Recreational equipment, exclusive agency. Recreational Products Inc., 362 T. Pinpin, Manila. WTD 12/20/61. I.R.-278.

395 Pens; Pencils; Other Office, Artists' Materials

Philippines

★★ Pen markers, utility knives. Pacific Marketing, CNS Bldg., Colon St., Cebu City. NCIA. I.R.-293.

398 Manufacturing

Philippines

★★ Large department store interested in general merchandise of all types. Loupue, Bacolod City. I.R.-159.

★★ General merchandise wanted by retail store outlet. Iloilo Shopping Center, J.M. Basa St., Iloilo City. NCIA. I.R.-154.

★★ Painting, graphic arts equipment. Suter, Inc., 564 Interior 1 Exchague St., Manila. NCIA. I.R.-384.

399 Miscellaneous Manufacturing Industry Products

Austria

Home decorating articles; requests replies in German. F. Koller, Spedition und Moebelhaus (sales agent, retailer, forwarding agent), Graz, Volksgartenstrasse 8.

South Africa

Hairbrushes, babies' rattles. Heynes Mathew, Ltd. (manufacturer, wholesaler), P.O. Box 54, Observatory, Cape Town.

U.A.R. (Egypt)

■ Marine paints; wire steel ropes; galvanized net wires; electric generators; signal, communications equipment; internal combustion engines; air conditioning, refrigeration equipment; trucks, truck chassis. Loan 27; U.S. source. Bid deadline Dec. 31. General Egyptian Organization for Aquatic Resources (A.E.O.A.R.), 22 Ismail Moheidin St., Heliopolis. Cable: SAYYAD. ★

472 Arrangement of Transportation

Philippines

★★ Travel agency, forwarding co. wants U.S. correspondent. Miguel M. Imgo, Molave St., Matina, Davao City. I.R.-156.

509 Miscellaneous Wholesale Products

Germany

Scrap paper, monthly requirements approx. 1,700 metric tons. Papierfabrik Sundern GmbH (manufacturer), 5768 Sundern/Sauerland. WTD 10/15/62 on parent concern, Papierfabriken Halstrick K.G. and Sundern GmbH, Bad Godesberg.

739 Business Services

Philippines

★★ Would like to represent U.S. research development co. Juan Borja, San Fernando, La Union. NCIA. I.R.-107.

781 Motion Picture Production, Distribution

Philippines

★★ Motion picture distributor to about 700 theaters interested in U.S. pictures, specifically "Wuthering Heights." R & L Robles Enterprises, Best Theatre Bldg., Cebu City. I.R.-160.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

011 Field Crop Farm Products

Taiwan

Raw cotton, soybeans. Kialing Co., Ltd. (importer, exporter, wholesaler, commission merchant, sales agent), 115, Sec. 1, Chungking Rd., South or P.O. Box 494, Taipei. WTD 6/21/62.

012 Fruit, Tree Nut, Vegetable Farm Products

Denmark

Fresh fruits, vegetables, nuts. Hans Lundby (importer, agent), 33 Norre Farimagsgade, Copenhagen K. WTD 11/5/62.

200 Food

Belgium

All kinds of nonperishable food products. Ets. A. & J. Ducatillon (manufacturer, trader), 11 rue de la Gare, Blandain. WTD 10/31/62.

203 Canning, Preserving Fruits, Vegetables, Seafood

Denmark

Dried, frozen, canned fruits, vegetables, fruit juices, pulps; nuts, kernels. Hans Lundby (importer, agent), 33 Norre Farimagsgade, Copenhagen K. WTD 11/5/62.

Norway

Canned pineapple, peaches, pears, apricots, fruit cocktail. A/S Norsk Argentinsk Handelskompani (importing distributor, manufacturer's agent), 12 Torgalmenning, Bergen. WTD 2/9/62.

205 Bakery Products

Canada

Bakery products. Exclusive agency for Canada or Western Canada. G. L. Edmondson, Geo. L. Edmondson & Associates (merchandise broker, manufacturer's agent), 318 Homer St., Vancouver 3, B.C. WTD 9/27/62.

208 Beverage Industry Products

Belgium

Soda extracts, cola, other chemical products used in beer industry. Francis Lenoir (brewer), 57 rue Emile Semal, Gaillemarde-La Hulpe. WTD 10/31/62.

220 Textile Mill Products

Netherlands

Upholstery fabrics, furniture, woolen, cotton, no felt or synthetic fabrics, flannels, worsted, synthetic fiber; woolen tweed for ladies; men's outerwear. Exclusive agency. Fa. B. van der Nap (manufacturer's agent), 9 Leliegracht, P.O. Box 1551, Amsterdam. WTD 1/29/62.

Tanganyika

Men's suitings; low, medium priced; requests price quotations c.i.f. or f.o.b., catalogs, samples, rate of commission. A.H. Waliji & Co. (commission agent; manufacturer's, exporter's representative), P.O. Box 415, Dar es Salaam.

225 Knitwear

Norway

Cotton knitwear for babies. Olaf Jerstad (manufacturer's agent), 6 Bjorn Farmannsgate, Oslo. WTD 10/25/62.

228 Yarn, Thread Mill Products

Ecuador

Wool yarns, carded, combed; nylon yarns, silk yarns; requests replies in Spanish, price quotations f.o.b., c.i.f. Guayaquil, conditions of sale, delivery dates, wide variety of samples. Alfredo A. Munoz L. ("Aginco") (representative), P.O. Box 404, Quito. WTD 6/13/58.

230 Apparel

Germany

Ladies', men's, children's outerwear; requests price quotations c.i.f. German seaport. Sales agency on consignment stock basis. Kurt Bootsmann (sales agent), Hegelstr. 60, Wilhelmshaven.

Ireland

Underwear for children, women, men. McGinley & Co., Ltd. (importing distributor), 12A Acadamy St., Cork. WTD 10/2/62. 2/62.

239 Miscellaneous Fabricated Textile Products

Netherlands

Curtains, draperies; flower design, modern or period design and/or stripes. Exclusive agency. Fa. B. van der Nap (manufacturer's agent), 9 Leliegracht, P.O. Box 1551, Amsterdam. WTD 1/29/62.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

Germany

All kinds of veneers, particularly walnut; requests replies in German. Konrad Boelke (manufacturer's agent), 29 Hochstr., Herford. WTD 10/25/62.

264 Converted Paper, Paperboard Products

Canada

School stationery supplies. Arnold Shuster Representatives (commission merchant), 928 Pratt Ave., Montreal 8, Quebec. WTD 10/30/62.

273 Books

Canada

Textbooks. Arnold Shuster Representatives (commission merchant), 928 Pratt Ave., Montreal 8, Quebec. WTD 10/30/62.

281 Industrial Chemicals

Brazil

Aluminum oxide; electronic, luminescent, plating chemicals; used in manufacture of components, equipment by electrical, electronic industries. Emile H. Staub S.A. (sales agent, distributor, manufacturer), Ave. Ipiranga 1067, Caixa Postal 4612, São Paulo. WTD 9/8/61.

Pakistan

Sodium acid pyrophosphate. Universal Trading Corp. (importer, exporter, manufacturer's agent), Fakhru Manzil, Murad Khan Rd., Karachi. WTD 11/23/60.

283 Drugs

Ethiopia

Pharmaceuticals, antibiotic preparations, broad spectrum antibiotics. Exclusive agency. Maison F. Livierato (Ethiopia), Ltd. (importing distributor, commission merchant, exporter), P.O. Box 1699, Addis Ababa. WTD 10/16/62.

South Africa

Vitamins, pharmaceutical chemicals, galenicals; all to BP standards. Heynes Mathew, Ltd. (manufacturer, wholesaler), P.O. Box 45, Observatory, Cape Town.

306 Fabricated Rubber Products

South Africa

Hot water bottles, douching instruments; requests price quotations c.i.f. Cape Town in South African rands (1 rand=$1.41 approx.). Imex Agencies (manufacturer's agent), P.O. Box 3201, Cape Town. WTD 8/24/62.

307 Miscellaneous Plastics Products

Tanganyika

Household plastic goods; low, medium priced; requests price quotations c.i.f. or f.o.b., catalogs, samples for canvassing, rate of commission. A.H. Waliji & Co. (commission agent; manufacturer's, exporter's representative), P.O. Box 415, Dar es Salaam.

311 Leather Tanning, Finishing Products

Canada

Kid leather for shoe manufacturing trade. A.G. Mooney, Ltd. (importing distributor, manufacturer's agent, commission merchant), 20 Bates Rd., Montreal 8, Quebec. WTD 10/31/62.

322 Glass, Glassware

Tanganyika

Heatproof, unbreakable glassware for home, hotel use; low, medium priced; requests price quotations c.i.f. or f.o.b., catalogs, samples for canvassing, rate of commission. A.H. Waliji & Co. (commission agent; manufacturer's, exporter's representative), P.O. Box 415, Dar es Salaam.

326 Pottery, Related Products

Tanganyika

Household crockery; low, medium priced; requests price quotations c.i.f. or f.o.b., catalogs, samples for canvassing, rate of commission. A.H. Waliji & Co. (commission agent; manufacturer's, exporter's representative), P.O. Box 415, Dar es Salaam.

329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products

Brazil

Asbestos: Raw material, rods, sheets; for use in manufacture of components, equipment by electrical, electronic industries. Emile H. Staub S.A. (sales agent, distributor, manufacturer), Ave. Ipiranga 1067, Caixa Postal 4612, São Paulo. WTD 9/8/61.

335 Rolling, Drawing, Extruding Nonferrous Metals

Brazil

Brass bars, rods, sheets, strips, tubing; aluminum etched foil for capacitors, foil, sheets, bars, rods; chromium bars, powder, pellets; copper bars, rods, foil, sheets, strips, tubing; thermostatic, bimetal alloys; for use in manufacture of components, equipment by electrical, electronic industries. Emile H. Staub S.A. (sales agent, distributor, manufacturer), Ave. Ipiranga 1067, Caixa Postal 4612, São Paulo. WTD 9/8/61.

342 Cutlery, Handtools, General Hardware

Canada

Sawmill chipper knives, good quality; requests replies from manufacturers only. Exclusive agency. Mr. Philpot, Michael Craig & Associates (manufacturer's agent), 422, 837 West Hastings St., Vancouver 1, B.C. WTD 12/14/61.

Germany

Builders' hardware, furniture hardware. Agency for all or part of West Germany. Joh. Harms (wholesaler), 39/45 Diedrich-Wilkens-Str., Bremen. WTD 10/29/62.

South Africa

Hair clippers; manicure sets, accessories; nail, hair scissors, tweezers, nail files; requests price quotations c.i.f. Cape Town in South African rands (1 rand=$1.41 approx.). Imex Agencies (manufacturer's agent), P.O. Box 3201, Cape Town. WTD 8/24/62.

Quality line of wrenches, screw drivers, pliers, similar handtools. A.W. Sauke (manufacturer's representative), P.O. Box 9841, Johannesburg. WTD 10/30/62.

Venezuela

Pliers, screwdrivers, similar tools; plumbing tools. Representaciones Epstein C.A. (manufacturer's agent), Aptdo. 3612 or Gradillas a Sociedad 10, Caracas. WTD 10/5/62.

343 Heating Apparatus, Plumbing Fixtures

Germany

Kitchen, bathroom equipment; residential heating systems; asscciated automatic control accessories. Exclusive distributorship on commission fee basis for all or part of West Germany. Bernd Nierbeck (sales agent), Osnabrueck, Buerschestr. 127.

Venezuela

Plumbing supplies. Representaciones Epstein C.A. (manufacturer's agent), Aptdo. 3612 or Gradillas a Sociedad 10, Caracas. WTD 10/5/62.

349 Miscellaneous Fabricated Metal Products

Burma

Empty decorated metal containers for talcum powder; requests c.i.f. quotations, samples of 10 oz., 4 oz., 1 oz. tins. Amalgamated Agencies (importer, wholesaler, retailer, commission agent), 180 31 St., Rangoon. WTD 1/16/62.

352 Farm Machinery, Equipment

Burma

Tractors, harvestors, tillers, farm equipment; requests price quotations, catalogs, literature, technical data, terms of appointment as sole representative or agent in Burma. Nagatheingi Co., Ltd. (importer, exporter, wholesaler, retailer, commission agent), 189 Al 34 St., Rangoon. WTD 10/10/62.

Singapore

Agricultural equipment. Exclusive agency. Singapore Motors, Ltd. (importing distributor, manufacturer's agent), 315, 317, 319 Orchard Rd., Singapore 9. WTD 10/31/62.

353 Construction, Mining, Materials Handling Machinery, Equipment

Ethiopia

Roadbuilding equipment, earthmovers, graders, rock crushers; top American quality, variety. Exclusive agency. Maison F. Livierato (Ethiopia), Ltd. (importing distributor, commission merchant, exporter), P.O. Box 1699, Addis Ababa. WTD 10/16/62.

France

Equipment, machines for general use in warehouses, storerooms, such as portable elevators, stackers, lifters, pilers, pallet-handling trucks; hand power, motor power, combinations; other types of merchandise handling machines designed for max. efficiency. Agency for France or section thereof. Raymond Pommier (sales agent), 34 rue Gaston-Gaillard, Lagord, Charente-Maritime. WTD 10/29/62.

Singapore

Concrete mixers; sizes 4/3-21/14; standard specs. both tilting, nontilting drum types; diesel engines essential; preferably simple plant. Sime Darby (Singapore), Ltd. (importing distributor, manufacturer's agent, engineers), Crosby House, 71 Robinson Rd., Singapore 1. WTD 11/30/61.

355 Special Industry Machinery

Belgium

Machinery, related equipment used in breweries; beer can tapping equipment; label pasting machinery; uncasing machinery; CO_2 recovery, filtering equipment for beer, wort. Francis Lenoir (brewer), 57 rue Emile Semal, Gaillemarde-La Hulpe. WTD 10/31/62.

Ecuador

Textile machinery: 1 automatic wool spinning machine, 200 lb. per 8 hours; 4 automatic weaving machines for double width wool textiles (1.80 m.); 1 dyeing unit, cap. 50 lb. per batch; requests replies in Spanish, price quotations f.o.b. including 10% commission or c.i.f. Guayaquil with conditions of sale. Alfredo A. Munoz L. ("Aginco") (representative), P.O. Box 404, Quito. WTD 6/13/58.

Germany

Machine tools for wood processing. Agency for all or part of West Germany. Joh. Harms (wholesaler), 39/45 Diedrich-Wilkens-Str., Bremen. WTD 10/29/62.

356 General Industrial Machinery, Equipment

South Africa

Line of quality ground antifriction ball bearings. A.W. Sauke (manufacturer's representative), P.O. Box 9841, Johannesburg. WTD 10/30/62.

Sweden

Industrial, garage hydraulic instruments, devices, appliances, hoists. AB Motortillbehor (wholesaler, sales agent), Wallingatan 38, Stockholm C.

358 Service Industry Machines

Germany

Residential air conditioners, associated automatic control accessories. Exclusive distributorship on commission fee basis for all or part of West Germany. Bernd Nierbeck (sales agent), Osnabrueck, Buerschestr. 127.

361 Electric Transmission, Distribution Equipment

Austria

Electric controlling, measuring, regulating, testing instruments, equipment. Exclusive agency for Austria. Ing. Karl Wrba (importer, agent), Weyrgasse 6, Vienna III. WTD 4/16/62.

363 Household Appliances

Jamaica

Kerosene cooking ranges, stoves. Dudley Walton Co. (commission merchant), 35 East St., Kingston. WTD 10/16/62.

364 Electric Lighting, Wiring Equipment

Burma

Fluorescent tubes, daylight type 4', 2'. Amalgamated Agencies (importer, wholesaler, retailer, commission agent), 180 31 St., Rangoon. WTD 1/16/62.

365 Radio, Television Sets

Burma

Radios; valve, transistor types. Khamisha Corp. (importer, distributor, manufacturer's agent, commission agent), 676 Merchant St., Rangoon. WTD 7/2/62.

371 Motor Vehicles, Accessories, Maintenance Equipment

Mexico

Carburetor parts, gasoline pump parts. Carlos Baez V. (agent), Aptdo. Postal 1916, Zaragoza Norte 719, Monterrey, N.L. WTD 4/2/62.

Singapore

Motor vehicles, accessories, garage equipment. Exclusive agency. Singapore Motors, Ltd. (importing distributor, manufacturer's agent), 315, 317, 319 Orchard Rd., Singapore 9. WTD 10/31/62.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

Austria

Electric controlling, measuring, regulating instruments, equipment. Exclusive Austria agency. Ing. Karl Wrba (importer, agent), Weyrgasse 6, Vienna III. WTD 4/16/62.

384 Surgical, Medical, Dental Instruments, Supplies

South Africa

Clinical thermometers, surgical scissors; requests price quotations c.i.f. Cape Town in South African rands (1 rand=$1.41 approx.). Imex Agencies (manufacturer's agent), P.O. Box 3201, Cape Town. WTD 8/24/62.

387 Watches, Clocks, Clockwork Operated Devices, Parts

Burma

Watches, clocks; average to high quality. Khamisha Corp. (importer, distributor, manufacturer's agent, commission agent), 676 Merchant St., Rangoon. WTD 7/2/62.

394 Toys; Amusement, Sporting, Athletic Goods

Burma

Educational toys; requests leaflets, Pamphlets, c.i.f. quotations including commission. Amalgamated Agencies (importer, wholesaler, retailer, commission agent), 180 31 St., Rangoon. WTD 1/16/62.

395 Pens; Pencils; Other Office, Artists' Materials

Canada

School supplies. Arnold Shuster Representatives (commission merchant), 928 Pratt Ave., Montreal 8, Quebec. WTD 10/30/62.

399 Miscellaneous Manufacturing Industry Products

Belgium

Advertising specialties for breweries. Francis Lenoir (brewer), 57 rue Emile Semal, Gaillemarde-La Hulpe. WTD 10/31/62.

Canada

Quality giftware of all types, medium-high price range; requests replies from manufacturers only. Exclusive agency for Western Canada. Carl Kottmeier & Sons, Ltd. (importing wholesaler), 1695 W. Seventh Ave., Vancouver 9, B.C. WTD 11/2/62.

Ecuador

Souvenirs, advertising novelties, especially Christmas items. Commission agency. Napoleon Bravo (importer), P.O. Box 235, Quito.

South Africa

Hairbrushes, toothbrushes, hair curling rods, combs, hair dryers, infants' rattles and teethers; requests price quotations c.i.f. Cape town in South African rands (1 rand=$1.41 approx.). Imex Agencies (manufacturer's agent), P.O. Box 3201, Cape Town. WTD 8/24/62.

509 Miscellaneous Wholesale Products

Burma

Overissued papers, old newspapers. Khamisha Corp. (importer, distributor, manufacturer's agent, commission agent), 676 Merchant St., Rangoon. WTD 7/2/62.

Leads for Importers

Commodities are offered direct unless specified.

011 Field Crop Farm Products

Philippines

★★ Peanuts in 5 gal. cans, 1 lb. pkgs., can supply 10,000 lb. month. RFH Cheng Enterprises, 376 Buencamino St., Manila. NCIA. I.R.-293.

203 Canning, Preserving Fruits, Vegetables, Seafoods

Philippines

★★ Shrimp, frozen headless in shell, according to buyer's specs., 20-25 jumbo shrimp per lb.; flounder filet in ½ kilos; red snapper; grouper, can supply 10,000 lb. shrimp, 15,000 lb. flounder, red snapper, grouper per month. Del Mar Foods, Montinola Bldg., Manila. I.R.-280.

★★ Canned tropical juices. Acosta Food Products, Inc., 311 Newton, Buendia, Makati, Rizal. I.R.-415.

★★ Shrimp, fresh fish. United Fishing Co., Cadiz, Negroes Occidental. I.R.-127.

★★ Copra, 8,000 tons/month. Philippine Coconut Producers Fed., Rizal St., Davao City. NCIA. I.R.-418.

★★ Canned mango juice in gal. or No. 2 cans. Lix Food Packing Corp., Iloilo City. NCIA. I.R.-117.

★★ Dried, dehydrated fruits, vegetables; copra. Direct sale or agency. Asiatic Services, Inc., 304 San Isidro, Panay City. I.R.-13.

206 Sugar

Philippines

★★ Brown moscovada sugar. Juliano Enad Estate Inc., Minglanilla, Cebu City, NCIA. I.R.-419.

★★ Unrefined sugar, 97° polarization. Hee Acusar, 11 Legaspi St., Cebu City. I.R.-128.

209 Food

Philippines

★★ Food delicacies, such as salted duck eggs. Capistrano Enterprises, 702-3 Picache Bldg., Plaza Miranda, Quiapo, Manila. NCIA. I.R.-389.

★★ Castor beans, castor oil, 49-51% oil —acid value—less 2%, moisture 6%. Diaz & Co., 197 Claveria St., Davao City. NCIA. I.R.-420.

212 Cigars

Philippines

★★ Cigars, $19-$22 c.i.f. New York. Far East Cigar Co., 320 Alliance Bldg., Rosario St., Manila. NCIA. I.R.-309.

225 Knitting Mill Products

France

Wool, cotton basque berets, jacquard polos, other types of knitted headwear, including fancy caps for women, misses. Direct or through agent. Ets. A. Crosnier (manufacturer, wholesaler, exporter), 1 ave. Charles-Touzet, Jurancon, Basses-Pyrenees. WTD 11/6/62.

Philippines

★★ Tab embroidering work for U.S. firms on contract basis. Chitse Enterprise, P.O. Box 223, Hilado St., Bacolod City. NCIA. I.R.-421.

241 Logging Camp, Logging Contractor Products

Burma

9 kinds of Burma timber in logs. San Trading House (importer, wholesaler, retailer, exporter, commission agent), 96/98 30th St., Rangoon. WTD 10/10/62.

242 Sawmill, Planing Mill Products

Philippines

★★ Mahogany logs, 5 million board ft./month. Sarmiento Enterprises, Inc., 256-58 Uyanguren St., Davao City. I.R.-417.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

Philippines

★★ Rattan. Salustiano S. Mahusay, 63 B. Don Pedro Cui St., Cebu City. NCIA. I.R.-60.

281 Industrial, Organic Chemicals

Philippines

★★ Manganese, chromite, sulfur, talc, copper. Majoneg Mining & Minerals, Surigao del Norte. NCIA. I.R.-422.

289 Chemicals, Chemical Preparations

Germany

Essential oils, perfume oils, aromatic oils, essences. Direct or through agent. Curt Georgi KG. (manufacturer), Vaihinger Strasse 25, Boeblingen/Wuerttemberg. WTD 9/5/62.

307 Miscellaneous Plastics Products

Canada

Popsicle mold maker, 1st quality high impack. Lassonde Plastic Industries, Ltd. (manufacturer), 1500 Laframbosie St., St. Hyacinthe, Quebec. WTD 10/30/62.

Philippines

★★ Woven picnic, beach baskets. Domestic Services, Inc., 76 Camia St., Cebu City. NCIA. I.R.-423.

363 Electric Housewares

Germany

Electrical appliances, such as rechargeable flashlights, electric shavers. Witte & Sutor G.m.b.H. (manufacturer, importer, exporter), 2 Steinbergstrasse, 7157 Murrhardt/Wuerttemberg. WTD 3/6/62. Leaflet. ★

396 Costume Jewelry, Novelties, Buttons, Miscellaneous Notions

Burma

Unprocessed duck feathers, pressed in 400 lb. jute bales, up to 100 bales a month. Thein Zaw Trading Co. (wholesaler, exporter), 115 31st St., Rangoon. WTD 2/20/62.

Philippines

★★ Fancy jewelry, shell buttons, fancy ring stones. Allied Broadcasting Center, San Patricio, Bacolod. I.R.-424.

★★ Ornamental beads made of seeds, casava. Mindanao Colleges, Davao City. I.R.-425.

398 Miscellaneous Manufacturing Industry Products

Philippines

★★ Handicrafts. Panay Cottage Industries, 183 Molo St., Iloilo City. NCIA. I.R.-99.

★★ Brooms, scrub brushes. Washington Tailors, 526 Iznact St., Plazoktu Gay. NCIA. I.R.-426.

★★ Artificial flowers, flower lamps, miscellaneous "notion" items. Vimin Trading (Phil.), P.O. Box 277, Cebu. NCIA. I.R.-381.

505 Farm Products, Raw Materials

Burma

Cow hide, wet salted, up to 5,000 pieces annually; goat skin, wet or dry salted, any quantity. Thein Zaw Trading Co. (wholesaler, exporter), 115 31st St., Rangoon. WTD 2/20/62.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

Argentina

Miguel Saizar, representing Pol Ambrosio & Cia., S.A., Luna 370, Buenos Aires, interested in export of men's, boys', ladies' **woolen underwear.** Nov. 18 via New York for 1 month; c/o Argentine Consulate, 12 W. 56th St., New York, N.Y. Itinerary: New York, Chicago, Los Angeles, Washington.

Brazil

Luiz Fernando Freire, Nelson Moretz-Sohn Bueno and Walter A. Coelho, representing IPEMA-Industria Pesqueira do Maranhao S/A, Ave. Almirante Barroso 90, sala 501/3, Rio de Janeiro (plant: Rua Afonso Pena 447, São Luiz, Maranhao), interested in **shrimp** trade, also information on shrimp boats and shrimp processing equipment. Nov. 11 via Miami for about 5 weeks; c/o 135-25 230th St., Laurelton 13, New York, N.Y. Itinerary: Florida, Louisiana, Mississippi, Washington, New York.

Iran

Rahim Iravani, representing Melli Shoe Co., South Mehrabad, Tehran, interested in purchasing **plastic injection molding plant,** also technical information. Early Dec. for about 15 days; c/o Iranian Consulate General, New York, N.Y. Itinerary: New York, Washington, Boston.

New Zealand

William Keith Paterson, representing

Richard Seddon, Ltd., Paterson's Bldgs., 29 Chancery St., (P.O. Box 511, Auckland, C.1., interested in agencies for furnishing **textiles; upholstery fabrics, plastic leathercloth, self-adhesive plastic, trimmings, embroideries, laces** for lingerie and corsetry trade, **elastic fabrics** for corsetry trade and floor rugs. Early Dec. for 3 weeks; c/o First National City Bank of New York, Overseas Division, 399 Park Ave., New York 22. Itinerary: Boston, New York, Trenton, Chicago, Seattle, San Francisco, Los Angeles, possibly other cities.

Pakistan

S. M. Abdulla, representing S. M. Abdulla & Sons, Exporters, and S. M. Abdulla Haji Mohd Yusuf, 13 South Napier Rd., Karachi, interested in G.I. **pipemaking machinery** and other related industries; exports of **dry salted goat and sheep skins, wool, barked tanned, chrome blue tanned leather**; also technical information. Late Nov. via New York for about 15 days; c/o Pakistan Embassy, 2315 Mass. Ave., NW., Washington, D.C. Itinerary: New York, Washington, Philadelphia, Chicago, Los Angeles, San Francisco, possibly other cities.

Jafar Ali Bhai, representing Naaz Metal Industries, 29/1 Purana Paltan, Dacca, interested in buying **leather scraps,** and **iron and steel materials** including sheets, plates, pipes angles, and nail wires; also technical information on manufacturing processes of galvanized iron pipes, bolts, nuts, and agricultural hoes and shovels. Mid-Nov. via New York for 3 weeks; c/o Consulate General of Pakistan, New York, N.Y. Itinerary: New York, Boston, Washington, Chicago, San Francisco, Los Angeles.

Spain

Luis Ballbe Ubach, representing Luis Ballbe S.A., San Leopoldo 125, Tarrasa, Barcelona Province, interested in purchase of **looms** for manufacture of men's suitings, **wool and artificial fiber mixture, spindler,** sources of new wool scrap. Nov. 15 via New York for about 15 days; c/o Hotel Taft, 7th Ave. & 50th St., New York, N.Y. Itinerary: New York, Boston, possibly other cities.

New Trade Lists

Trade Lists help you find customers, agents, distributors, licensees, and sources of supply abroad. Each list gives names and addresses of firms handling a specific commodity in one country. It also contains a summary of basic trade and industry data and other useful market information. Lists of importers and dealers indicate relative size of each firm, method of operation, products handled, territory covered, and size of sales force. Lists of exporters and manufacturers show relative size or production capacity of each firm and the products handled.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated October unless otherwise indicated.

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from this Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Fibre Processors and Exporters—India, September.

Hardware Importers and Dealers—Italy.

Machinery, Equipment and Supplies, Electrical Importers and Distributors—Egypt.

Meat Packing, Sausage and Casings—Honduras.

Photographic Supplies, Dealers and Photographers—Mexico.

Sporting Goods, Toy and Game Importers and Dealers—Netherlands.

Korea invites tenders for railway materials

Bids are being invited by the Republic of Korea for supply and delivery of various railway materials.

Invitation KFX-2123-N-2 includes rails, steel bars, track bolts, spring washers, tie plates, frogs, steel (structural, shapes, plates, rounds), tire steel, boiler tubes, locomotive spare parts, and diesel locomotive wheels.

The source is worldwide except for Communist-held countries or areas.

Procurement is financed by Korean Government-held foreign exchange.

Offers for delivery Pusan either f.a.s. (f.o.b.) vessel port of loading, c. & f. or c.i.f., at buyer's option, should reach the Office of Supply, Government of the Republic of Korea, Seoul, before 10 a.m. Dec. 7.

A copy of the invitation is available on loan from the Commodity Export Promotion Staff, BDSA 111, Room 4016, Department of Commerce, Washington 25, D.C.

Italy invites tenders for radio station

Bids are being invited by the Italian Ministry of Foreign Affairs under the NATO international competitive bidding procedure for supply and installation of a radio station, estimated cost $22,000.

The project comprises transmitters and receivers, low power, ground to air range, 30 km., UHF band, channel spacing 50 or 100 kc., own power supply, remote control, omnidirectional wide band antenna, and coaxial cable with fittings.

U.S. firms interested in bididng on this project 010 should submit applications, plainly marked Project 010, on a prescribed form before Dec. 3 to Ministero Difesa-Esercito, Diregione Generale del Genio, Via XX Settembre, Rome, attention Rag. Geom, Pacini Giovanni.

The prescribed forms are available to eligible U.S. firms from the Commodity Export Promotion Staff, BDSA 111, Department of Commerce, Washington 25, D.C.

Desert reclamation project bids sought by U.A.R.

Cairo is inviting bids on a plan to develop 83,040 acres.

A complete set of drawings and specifications may be examined in the Building Materials & Construction Industries Division, BDSA 306, Room 4002, Department of Commerce, Washington 25, D.C.

Three extra copies of the tender are available for $433.50 each at the Commercial Office, Embassy of the U.A.R., 2215 Wyoming Ave., NW., Washington 8, D.C.

Bid deadline is noon Dec. 29.

Bids should be addressed to the General Organization for Desert Reclamation, 70 Goumhoria St., Cairo.

Foodstuff bids invited by the United Nations

Bids are being invited by the United Nations for the supply of foodstuffs to its Emergency Force, Gaza, United Arab Republic.

Invitation UNEF 63-2 covers sizable quantities of meat, fowl, fish, canned milk, canned fruit, fruit juices, flour, coffee, cereals, and fruit powder for beverages.

Bids will be received in the Purchase & Transportation Division, Room 2152, United Nations, New York, N.Y., until 11 a.m. Jan. 3.

A copy of the invitation may be obtained from the office of R. V. Elms, Director of the Purchase & Transportation Division.

Further information is available from D. J. Casey, Room 2146G, United Nations, New York N.Y., telephone Plaza 4-1234, ext. 148.

A copy of the invitation is available for review in Room 4016, Commodity Export Promotion Staff, BDSA 111, Department of Commerce, Washington 25, D.C.

9 new 'E-for-Export' winners named at Philadelphia, Boston meetings

Eight business firms and a university press in Massachusetts, New Hampshire, New Jersey and Pennsylvania are the newest organizations to be named winners of President Kennedy's "E-for-Export" award.

In ceremonies held on November 19 at a meeting of the Board of Directors of the Chamber of Commerce of Greater Philadelphia, Dr. Jack N. Behrman, Assistant Secretary of Commerce for Domestic and International Business, presented "E" pennants to executives of 6 companies in Pennsylvania and New Jersey.

The Pennsylvania firms include Rohm and Haas Company, Rosenau Brothers, Inc., and Ballagh & Thrall, Inc., all of Philadelphia; and the Selas Corporation of Dresher. The New Jersey firms are Princeton University Press of Princeton, and Ruoff & Sons, Inc., of Bellmawr.

On November 16, "E" pennants were presented to executives of 3 New England firms by L. Edward Scriven, Deputy Export Coordinator, on behalf of Secretary of Commerce Luther H. Hodges.

Ceremonies took place at the 38th annual conference of the New England Council in Boston honored the Massachusetts firms Atomium Corporation of Waltham and Whitin Machine Works of Whitinsville, and a New Hampshire firm, Packers Development Corporation of Rochester.

Meet competition

The awards were given to the 3 New England companies in recognition of their success in the development of increased export business in the face of severe international competition. The Waltham firm, founded in 1959, has already developed a substantial sale abroad of the nuclear medical equipment it manufactures.

The New Hampshire firm, which was founded in 1958, sells its meatpacking plant machines on the basis of quality even in West Germany, where competing companies sell similar products at almost half the price.

Whitin Machine Works, in the past few years, has doubled its multimillion dollar sales in the 37 countries where it operates, as a result of an aggressive and imaginative merchandising program.

Some details of the firms honored in Philadelphia follow:

Ballagh & Thrall, Inc. as export managers have helped a large number of small manufacturers to develop overseas business, and have aided many firms to arrange licensing and joint-venture agreements with overseas manufacturers.

Princeton University Press was the leader in developing an export sales organization for 8 small publishers, including 6 university presses. As operator of this organization, Princeton University Press has developed worldwide sales for scholarly, educational and technical books published by the 8 printing houses.

Rohm & Haas Company is engaged in the manufacture and sale of chemicals and plastics, and in the past few years has increased its overseas sales by several fold in the more than 60 countries where it does business.

'Made in U.S.A.'

Rosenau Brothers, Inc. has been engaged in the manufacture of children's dresses in Philadelphia for almost 50 years. In the past few years it has developed sales for its products in over 35 countries through advertising product quality and the prestige of the "Made in U.S.A." label.

Ruoff & Son, Inc. is a small machine shop business that a few years ago developed a special sheet metalworking machine. Last year, after learning of interest in the machine overseas, the company developed a sales campaign that in 9 months has sold the machines in 8 countries.

Selas Corporation of America manufactures industrial ovens, furnaces and filter products, and in recent years its engineering-sales program has expanded sales overseas to 48 countries.

PA., N.J. EXPORTS

Pennsylvania's total manufactured exports in 1960 amounted to $1,189 million. New Jersey's total was $897 million. This did not include agricultural products for either state or the $32 million worth of coal exported by Pa., which was about 7% of the state's coal output.

U.S. business firms have opportunities to show documentaries in Netherlands

American Film Library offers services, the U.S. Embassy reports

An American Film Library has recently been organized in The Hague to distribute American documentary films in the Netherlands.

The library will distribute films free of charge for American companies who supply it with prints of their documentaries. It has 4,000 outlets in the Netherlands such as secondary schools, universities, clubs, organizations and labor groups.

So far, over 20 U.S. firms have supplied prints for showing in the Netherlands. Films of several U.S. religious and nonprofit groups are also distributed through the American Film Library.

The first library catalog, dated September 1962, covers over 600 titles. Almost all films are in the English language which is generally understood by Dutch audiences.

In addition to undertaking general distribution of private documentary films, the library will also make arrangements for showing documentary films to special audiences in the Netherlands. For example, an American executive bringing a film with him to the Netherlands can arrange for showing the film to an audience of potential customers.

U.S. companies interested in utilizing these services may write to the American Film Library, Berberisstraat 74, The Hague.

The office of the Commercial Attaché, U.S. Embassy, The Hague, is also prepared to assist American firms in connection with special trade promotional showings that they may wish to arrange.

EXPORT PIONEERS

Massachusetts and New England pioneered American manufacturing and exporting. Massachusetts was producing products for export 3 centuries ago and it was not too many years afterward that New Hampshire started shipping her products overseas.

Massachusetts exported more than $435 million worth of manufactured goods in 1960; New Hampshire exported about $55 million worth in the same year.

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Calendar *for international traders*

November

26-28—Annual Conference, Atomic Industrial Forum, Sheraton-Park Hotel, **Washington, D.C.** Sponsor: Atomic Industrial Forum, Inc.

29—International Marketing Conference, **Manhattan, Kan.;** Sponsors: Kansas State University, Kansas City Regional Export Expansion Council, U.S. Department of Commerce Field Office.

30—Special Meeting, Lewis College, **Lockport, Ill.** Subject: "The Importance of Foreign Trade to the Economy of the U.S."

30-1—North Carolina Statewide Workshop. **Chapel Hill, N.C.** Speakers: Henry G. Sheehy, President, Foreign Credit Insurance Assn. and James Bush, Director, Export-Import Bank.

December

3—Profits in Exports Conference, Halfway House, **Darien, Conn.** Sponsors: Stamford, Norwalk, Greenwich Chambers of Commerce, New York Field Office of the U.S. Department of Commerce.

4—Dinner, Fashion Originators Guild of America, Inc., "500" Club, **New York, N.Y.**

5—Meeting of International Food Manufacturers Assn., Hilton Inn., **Aurora, Ill.**

5—Panel on the "Economic Future of Japan." Sponsor: DePaul University, **Chicago, Ill.**

5—Southeastern Massachusetts Conference on Profits in Export, Lewis Lodge, **Taunton, Mass.** Sponsors: Taunton Area Association of Commerce, Brockton Chamber of Commerce, Fall River Chamber of Commerce, New Bedford Chamber of Commerce, and Attleboro Chamber of Commerce.

5—Export Seminar, **Joliet, Ill.;** Sponsor: Illinois Committee on Trade Expansion and the Joliet Chamber of Commerce.

5-7—NAM Annual Convention, Waldorf-Astoria Hotel, **New York, N.Y.** Dec. 7 luncheon speaker: Gen. Dwight D. Eisenhower. Panel moderator: Draper Daniels, National Export Expansion Coordinator.

7—American Economic Assn. Dinner, **Pittsburgh, Pa.** Speaker: Jack N. Behrman, Ass't. Sec'y. of Commerce for International Affairs.

7-11—Visual Communication Congress, Convention and Trade Center, **Philadelphia, Pa.** Sponsors: Society of Reproduction Engineers; American Institute for Design and Drafting; American Records Management Assn.

11—Monthly meeting of the Automotive Exporters Club of Chicago, **Chicago, Ill.**

11—Joint Luncheon Meeting, International Advertising Assn. and International Executives Assn., Hotel Statler Hilton, **New York, N.Y.**

12—Second Lafayette Export Conference, **Lafayette, La.**

12—Assn. of Industrial Advertisers and Sales Meeting Magazine Luncheon Commodore Hotel, **New York, N.Y.**

12—Export-Import Club Meeting, **Columbus, Ohio;** Topic: "Latin America".

13—Luncheon meeting of the International Trade Club, **Chicago, Ill.**

18-19—Conference for Corporation Executives, Statler-Hilton Hotel, **Washington, D.C.** Subject: "Business Prospects in Latin America." Sponsor: School of Advanced International Studies, Johns Hopkins University.

19—Executive Forum On Export Expansion, **Chicago, Ill.** Sponsor: Economics Council of the Chicago Trade Assn.

January

17—Second Export Trade Workshop, **Hartford, Conn.**

18-25—Orientation to Brazil Program, Gould House, **Ardsley-on-Hudson, N.Y.** Sponsor: Office of Special Service to Business and Industry, New York University.

23—Agricultural-Industry Conference, **Salt Lake City, Utah.** Sponsor: State of Utah.

23-25 — International Engineering Convention, **Boulder, Colo.** Sponsor: University of Colorado.

February

11-14—International Heating & Air Conditioning Exposition, **New York, N.Y.** Sponsor: American Society of Heating, Refrigerating and Air-Conditioning Engineers.

14—Meeting of the World Trade Club of Denver, **Denver, Colo.**

March

19—Electronic Industries Assn. Symposium on European Markets for Electronic Products, Statler-Hilton Hotel, **Washington, D.C.**

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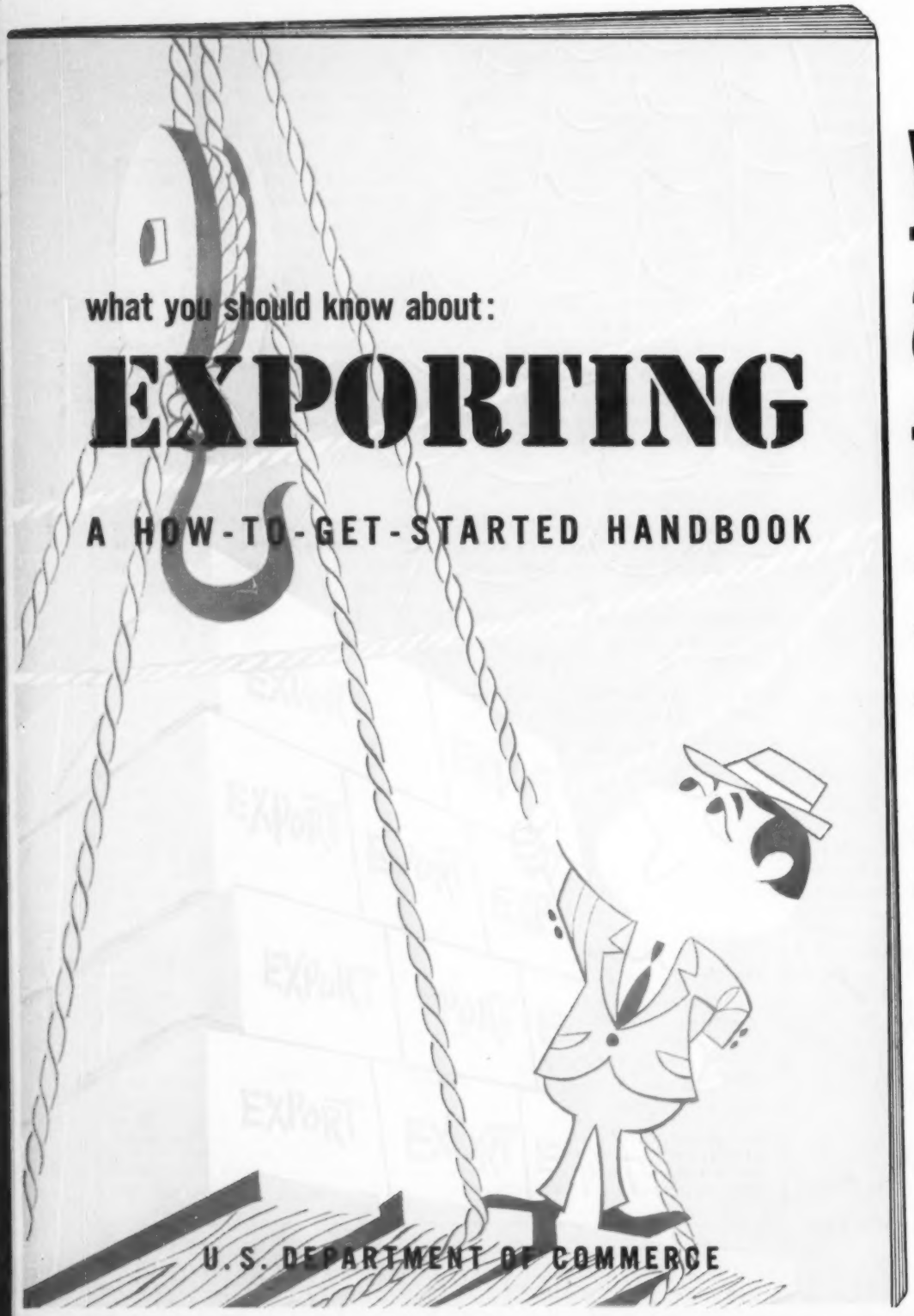

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